

BRISTO OUSY

SALES & MARKETING MBA HOLDER / MECHANICAL ENGINEER

To be an associate of a progressive organization that gives me scope to upgrade my knowledge and skills in accordance with the latest trends in MEP, HVAC, Humidifier, Dehumidifier, Air Cleaner, Data Logger, Cold Rooms, Fire Fighting, Fire Alarm Systems.

PROFESSIONAL EXPERIENCES

BUSINESS DEVELOPMENT MANAGER

AL Dehin Heavy Equip. Maint. LLC, DUBAI

2022 - Present

- Monitoring each sales engineer's performance in the Sales team and motivating them.
- Regularly conducting Sales Meetings and Training sessions for the team.
- Develop and achieve or exceed the sales goals of target as defined in the business plan for each sales channel.
- Negotiating tender, contract terms & conditions to meet both the client's and company's needs
- Developing long-term relationships with clients, through managing and interpreting their requirements.
- Outstanding payment Collection and past due follow up: In Coordination with finance department.

SALES MANAGER

NABTA FIRE FIGHTING & SAFETY SERVICES LLC, DUBAI

2020 - 2022

- Offering after-sales support services and providing technical back up as required.
- Analyzing costs and sales, Preparing reports and technical presentations
- Coordinating sales projects
- Supporting marketing activities
- Liaising with other members of the sales team and other technical experts
- Providing training and producing support Materials for other members of the sales team



PROFESSIONAL SKILLS

- Windows Operating System
- MS Office
- Internet Essential
- SAP
- Auto CAD

LINGUISTIC SKILLS

- English
- French
- Hindi
- Konkani
- Marathi
- Malayalam
- Tamil

DETAILS

EMAIL ADDRESS

bristoousy@yahoo.co.in

MOBILE PHONE

+971 56 945 5343

VISA STATUS

EMPLOYED

HOLDER OF A VALID UAE
DRIVER'S LICENSE

EDUCATIONAL BACKGROUND

NEFTU, Arunachal Pradesh, INSPIRE UNIVERSITY - DUBAI - UAE

MASTER OF BUSINESS
ADMINISTRATION (M B A) in
Sales and Marketing

BHARATHIDASAN UNIVERSITY, Tiruchirappalli

MASTER OF BUSINESS
ADMINISTRATION (M B A) in
Human Resource Management

Anna University - Chennai R V S College of Engineering

BACHELOR OF
ENGINEERING -
MECHANICAL

DECLARATION

I hereby assure you that all information given above is best of my true knowledge. If, I get a chance to work in your Organization, I will do my best to develop the concern and satisfy my superiors.

Yours Faithfully,

ASSISTANT SALES MANAGER

BENAIR AIR CONDITIONING LLC, DUBAI

2016 - 2020

- Generated leads, increased the pipeline of the prospective client
 - Managing client accounts.
 - Negotiated Contract & Tender terms
 - Closed sales
 - Offered after-sales support services
 - Seamlessly solved client problems
 - Achieving sales targets.
 - Maintained client database
 - Forecasting costs & sales
 - Prepared & reported sales reports to the manager
- Supported marketing through Trade Shows, Conferences and other marketing events

SENIOR TECHNICAL SALES ENGINEER

BAND ELECTROMECHANICAL LLC, DUBAI

2013 - 2016

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Searching for new clients who could benefit from your products & services in a designated region.
- Travelling to visit potential clients.
- Establishing new, and maintaining existing, relationships with customers.
- Managing and interpreting customer requirements
- Secure and renew orders and arrange delivery

SENIOR PRODUCTION ENGINEER

M.R.F TYRES LTD , INDIA

2010 - 2013