



Sanjeev Menon

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Sales & Account Management

OBJECTIVE & PROFILE SUMMARY

I am a proactive and dedicated professional with over 10 years of experience in sales & client account management for an original equipment manufacturer (OEM) of specialized pressure control equipment. I'm a qualified Mechanical Engineer with exposure to oilfield operations, passionate about technical sales, account management and currently looking for an opportunity to continue my professional and personal development with a growing and dynamic organization.

Oil & gas - pressure control equipment	
Coflexip® - High pressure flexible pipes for application viz. Emergency - Kill & Choke, BOP lines, DST drill stem test / Production Well Test, Acidizing / Stimulation, Roof Drain & Foam line for floating roof tanks	Weco®, Chiksan®, Valves flowline (flow iron), (plug, check, PRV, butterfly), Swivel, Wing Unions, Fittings, Pup joints etc. for application viz. Cementing, Well Testing, Pressure Pumping / Stimulation, Coil Tubing
Accounts - Drilling & Well services contractors ADNOC Drilling, Seadrill, Noble, Transocean, Japan Drilling, GDI, ZPEB, Schlumberger, Halliburton, Al Mansoori, EXPRO, Al Ahlia	
Accounts - Commercial Consultants / Agent & Resellers GASOS, Jaidah Energy, GOSS, Al Masood, AKRO	
Accounts - Tank Terminals / Contractors ENOC, STS Tebodin - PDO, McDermott-CBI	

I build sales pipelines, grow new portfolio and manage key accounts. My goal is to grow partnerships through value creation and differentiation and in turn enhance client relationship. My experience is culturally rich as I have worked and collaborated with people of diverse nationalities. I am seeking a management level assignment within the sales, account management function that can harness my current skills and relevant experience.

WORK EXPERIENCE

TechnipFMC, Abu Dhabi - Pressure Control Sales (*Surface International*)

Area Sales Manager (*UAE & Qatar*)

Sales Engineer (*UAE & Qatar*)

April 2019 - June 2022

October 2018 - March 2019

TechnipFMC is an Oil & Gas technology provider, specialized in subsea and surface technologies. They are also OEM, for Coflexip® flexible pipes, designed & manufactured in accordance to API 16C & Weco®, Chiksan® flowline (flow iron) products & services, supplying to oil & gas drilling and well services contractors globally. My role was to manage, develop client accounts and maintain company's pre-eminent position in the region, in a highly competitive market environment. The aspects, impacts and responsibilities of the role can be summarized as follows:

- Exceeded budgeted revenue goals consistently with client focused sales plan while maintaining internal margin guidelines. Contributed to approx. one-third of middle east region team's revenue.
- Presented sales goals, volume, opportunity pipeline, realistic market forecasts, suggested corrective action bases on data collected to the management team.
- Negotiated and established Master Pricing & Service Agreement (MPA, MSA) to maintain consistent inbound from client.
- Assessed market size, shifts while being fully aware of new products and competition status. Maintained up-to-date commercial knowledge of market including, upcoming project, project awarded and prospects in the region.
- Managed regional agent / business partner / commercial consultant to stimulate sales and expand in the region.
- Accountable over revenue growth, sales, planning & executing strategies by providing all round support to drive business continuity.
- Analysis of ITT documents (MR, BOQ, Technical Specification, Commercial Conditions / Contract, Data Sheets, drawing etc.) and identified key-elements of the client's tender requirements.
- Directed commercial team to issue relevant cost summary, lead time, inventory status to compile draft proposal.
- Ensured all RFQs & bid-it procedures are compliant with group business process standard and in coordination with the Legal, HSES / Risk Management, technical, manufacturing and finance export control compliance teams.
- Presentation of overall proposal with winning / target price, cost and gross margin, commercial & technical conditions - exceptions, deviation, detailed to the management for decision making prior to proposal submission.
- Built and maintained, long-lasting client relationship by addressing their specific concerns / requirements. Provided timely clarifications during post-tender negotiation until contract award.

- Ensured client receives timely after-sales support services, inspection, maintenance & repair (IMR), deployment of field service technician (FST) and technical back up as required.
- Direct, coordinate, and review of activities in sales and service, accounts receivable (AR) – negate possibilities of late payment, Credit DSO, recordkeeping in receiving and shipping operations.
- Led, mentored and collaborated multi-functionally to establish quality customer experience & consistent inbound revenue.

Technip France, Abu Dhabi

April 2012 – September 2018

Sales Engineer (*Middle East & India*) for Coflexip® Products & Solutions

Technip prior to merger with FMC technologies was a leading engineering & technology company and with the recent completion of spinoff has now formed Technip Energies. My role then was to pursue sales & administration of Coflexip® flexible pipes and also to manage, develop client accounts, upstream & downstream under the guidance of Regional Sales Manager. The aspects, impacts and responsibilities of the role can be summarized as follows:

- Contributed to approx. half of the revenue goal set for the region. Opened opportunities with various drilling & well services contractors, conducted presentations, product qualification with clients & projects in FEED / BED stage.
- Reviewed & processed client ITTs & sought out all commercial and technical clarifications, exceptions and deviation in scope of work.
- Proposal Preparation, on CRM Salesforce, pricing and cost calculations, adherence to company's bid-it & business process management standard (BPMS) and quote submission to client.
- Reviewed & Processed purchase orders, variation orders, work order form to factory by conferring with technical support staff and methods and cost engineering departments. Issued official order acknowledgements against client POs.
- Coordinated contract review with internal and external stakeholders, lead time with manufacturing units (Flexi France, Le Trait, Asiaflex, Malaysia & Technip Umbilicals, Houston) administered order execution to meet contractual requirements.
- Raised requests internally with finance team for client's credit limit request, payment terms. Addressed client issues, technical, NCR, delivery delay etc., collaborated within the internal organization & conveyed relevant feedback to fulfil client concerns.
- Gathered & maintained to relevant internal databases with up-to-date commercial knowledge of clients in local market including, upcoming project, project awarded, prospects and competition status in the region.
- Maintain & update regional agent / business partner / commercial consultant agreement, document compensation / commission with appropriate sales report.
- Arranged & coordinated timely after-sales support services and providing technical back up as required.

ACADEMIC QUALIFICATION

2009: Master of Engineering with Advance studies from Griffith University, Gold Coast, Australia

Major in Engineering Management with emphasis on interdisciplinary relevance to all fields of engineering

Specializations: Engineering and project management, Environmental Studies

2007: Bachelor Degree in Engineering (Mechanical) from Sathyabama University, India

Specializations: Fluid mechanics and machinery, Dynamics of Machinery

TRAININGS

- Product trainings on flexible pipes in Flexi France, Le Trait & TechnipFMC, Rueil-Malmaison, France
- Flowline Product Awareness Training
- General Terms & Condition & Contracts
- Health & Safety Basics, Lifesaving rules - line of fire, Falling objects
- Gift, hospitality, anti-bribery and corruption compliance
- Export control compliance
- Code of business conduct and ethics
- Armed aggressor emergency – recommended actions

IT SKILLS

- Conversant with MS Office (Teams, Word, PowerPoint & Excel) and Windows OS
- Salesforce - TWIST - Customer relationship management (CRM)
- Master Data management (MDM)