

**VINOD KUMAR CHENAL**

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Email: vinodkumarchenal@gmail.com

**EXPERIENCE**

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**16+Years** of experience in **ELV, Fire and safety Project Sales.**

Currently working in lighting industry.

Have an excellent experience in project management and customer care.

**OBJECTIVE**

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To secure a challenging position in the same field by keeping up with the latest technologies. My job besides understanding the technology, should give me deeper insight into the rapidly growing world of innovation and high quality services. I would like to establish myself in a job that offers satisfaction through continuous knowledge acquisition and where achievement gets its due reward.

**PROFESSIONAL STRENGTH**

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Maintaining very good relationship with most contractors and consultants in the Kingdom.

Excellent communication, analyzing, negotiation and presentation skills.

Adaptability- Capable of adapting to new environment and quick learning.

Capable of working on own initiative and meeting strict deadlines.

Capable of working under pressure situations.

Excellent management and leadership qualities.

Willingness to travel.

Good team leader and inter active skills.

**EDUCATION**

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S S L C from the board of public examinations, Kerala state, India.

Plus 2 from the university of Calicut, Kerala state, India

Diploma in Applied Electronics from the Universal college of Engg., Kerala State, India.

MS Office. [MS Word, Excel, Power Point, Internet and E mail.]

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## **CURRENT EMPLOYER**

### **Al Ansari Lights and Design Co. WLL**

M/s AL ANSARI LIGHTS AND DESIGN CO., is one of the prestigious light fittings supplier in the Kingdom of Bahrain, established in 1968, and having a wide range of products and solutions. I am working in the company as Sales Engineer, Since February 2018.

#### **As a SALES ENGINEER, my responsibilities include,**

- Present the company as a credible and reliable supplier / system integrator.
- Establish new accounts and service accounts by identifying potential customers, planning and organizing sales schedule, plan and modify proposals to meet customer needs.
- Provide detailed timely status reporting as required by the management.
- Maintain relationships with clients by providing support, information, and guidance, researching and recommending new opportunities, recommending service and profit improvements.
- Consultant and client interactions.
- Keep updated with market trends, project updates and competitors.

Ensure achievement of individual sales target and attain profitability

## **PREVIOUS EMPLOYMENT HISTORY**

### **M/s DELTA SAFETY AND SECURITY EQUIPMENTS**

M/s DELTA SAFETY & SECURITY, is one of the reputed ELV systems integrator in the Kingdom of Bahrain, established in 2011, and having a wide range of products and solutions. I am working in the company as Sales Engineer, Since July 2016 to November 2017.

## **PRODUCTS HANDLED IN DELTA SAFETY AND SECURITY**

1. **Structured Cabling System- Alston, USA**
2. **CCTV System – QVIS,UK Avigilon, Canada**
3. **Building Intercom System – Auta, Spain**
4. **Traffic Barrier System – BFT, Italy**
5. **Nurse Call System- Medicare Systems, UK**
6. **PA System- Paso, Italy**
7. **Access Control System – IDTECH, Korea, ESSL UAE**
8. **Aircraft Warning Lights- ClampcoSistemi, Italy**
9. **Fire Alarm System – Fike,USATEletek, Bulgaria**
10. **Gas Leak Detection Systems- GDS, UK**

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  - Keep updated with market trends, project updates and competitors.
  - Ensure achievement of individual sales target and attain profitability.
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### **AMPS WLL, Manama, Bahrain [Sales Engineer]**

M/s AMPS WLL, is one of the A grade ELV systems integrator in the Kingdom of Bahrain, established in 1989, and having a wide range of products and solutions. I am working in the company as Sales Engineer at Fire & Safety Division. (Since October 2013 to October 2015)

#### **As a SALES ENGINEER, my responsibilities include:**

- Present the company as a credible and reliable supplier / system integrator.
- Establish new accounts and service accounts by identifying potential customers, planning and organizing sales schedule, plan and modify proposals to meet customer needs.
- Provide detailed timely status reporting as required by the management.
- Maintain relationships with clients by providing support, information, and guidance, researching and recommending new opportunities, recommending service and profit improvements.
- Consultant and client interactions.
- Keep updated with market trends, project updates and competitors.
- Ensure achievement of individual sales target and attain profitability.

### **PRODUCTS HANDLED IN AMPS WLL**

#### **1. FIRE ALARM SYSTEM**

- **DETECTOMAT, GERMANY**
- **PROTEC, UK**
- **MIRCOM, CANADA**

#### **2. FIRE SUPPRESSION SYSTEM**

- **SIEX, SPAIN – FM 200 SYSTEMS, KITCHEN HOOD FIRE SUPPRESSION SYSTEMS**

#### **3. FIRE FIGHTING SYSTEMS**

- **FIREX, UAE**

### **I Tech World Technology, Doha, Qatar [Sales Engineer]**

M/s I Tech World Technology, is in the industry of IT Infrastructure solutions, since 2009 In Doha, State of Qatar which deals with the range of products like NORDEN, BELDEN, Panasonic, AVAYA, CISCO, HP, DELL, LG, BOSCH, PELCO, XTREMEVISION, SONICWALL, CYBEROAM etc. as a reseller and solution provider. (November 2010 – April 2012)

#### **As a SALES ENGINEER, my responsibilities include:**

- Completely responsible for new strategies, process and work flow management.
  - Assurance of delivery of quality services and solutions.
  - Responsible for the entire performance of the whole sales team.
  - Assurance of the targeted achievements in each quarter and continuous growth of the entire team as well as the organization.
  - Focus on the new requirements of the market, CRM, Receivable payments, Credit management, find new customers and bring them in to account on scheduled time line.
  - Assist the whole team whenever and wherever they required for smooth process and executing it.
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- Reporting to the management about all over performance and achievements on self and team as well.

#### **M/s PROLOGIX DISTRIBUTION LLC, DUBAI, UAE [SALES ENGINEER]**

M/s Prologix LLC, is a well-known IT solutions provider in Dubai, in the areas of telecommunication, networking, security and wi fi solutions.

M/s Prologix LLC, is the distributor for Coral wi fi products in this region.

(March 2008 – February 2010)

##### **As a Sales Engineer, my responsibilities include:**

- Dedicated in channel sales for the wi fi solutions in the region of UAE.
- Meeting new resellers.
- Provide the product presentation to resellers.
- The stock maintenance of resellers in every month, payments etc.
- Assist the resellers in end user meetings whenever they required the assistance from the master distributor.
- Support the channel sales executives in improving their sales and on pipelines.
- Coordination with other sales staff and taking care of their activity reports and reporting directly to the business development director.
- Provides training to sales staff.
- All correspondence with manufacturer, local and outstation dealers.
- Taking care of all logistics related issues and shipments.
- Taking care of end user issues, if any.
- Taking care of special promotions on time to time for the improvement of the sales.

#### **INFOCOM COMPUTERS LLC [PROJECTS MANAGER]**

**INFOCOM COMPUTERS**, One of the best IT infrastructure provider in Dubai

(February 2007 – February 2008)

##### **As a Projects Manager, my responsibilities include:**

- Responsible to complete implementation of the site.
- Total management, coordination and communication throughout the project.
- Responsible to complete material movement includes man power, active and inactive components.
- Prepare reports on progress and completion of each project.
- Configuration, programming, trouble shooting and rectification of telephone systems.

#### **MEMORY COMPUTERS LLC [SALES EXECUTIVE]**

**Memory Computers**, is a leading company in Computer Sales, Service and networking Solutions in Abu Dhabi and Dubai- UAE.

(October 2003 to December 2006)

**As a Sales Executive - my responsibilities include:**

- Improve the sales of the company is a continuous process.
- Meeting the new clients, find out the upcoming requirements of the existing clients and provide the proper solutions according to their requirements.
- Preparing the quotation, BOQ, pricing, follow up and negotiation if any.
- Dealings with company's suppliers and issues related to the clients.
- On line support to the customers whenever they required.
- Installation of telephone systems whenever it's required to the company.
- Issues related to on site.

**USHA ELECTRONICS, [SALES EXECUTIVE]**

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**Usha Electronics**, is the first dealer of Panasonic Office Automation Systems, Calcutta, for the Eastern region of India.

(November 1996 – September 2003)

**As a Sales Executive, my responsibilities include:**

- Installation, maintenance, training and onsite support to the clients for telephone Systems, facsimiles, Panaboard and copiers.
- Generate new sales from the market.
- Annual Maintenance Contract from the existing clients.

**Personal Details**

Date of Birth	31 <sup>st</sup> , May 1975
Nationality	Indian
Name of Father	C. Bhaskaran Nambiar. [Late]
Passport No	N 8036078 Valid till 03-10-2026
CPR	<b>750598646</b>
Driving License	<b>Holding valid Bahraini driving license.</b>
<b>Languages Known</b>	<b>English, Hindi, Bengali, Tamil &amp; Malayalam</b>

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