

Curriculum vitae



Prathap Nalluri

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KINGDOM OF BAHRAIN

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OBJECTIVE:

To utilize my technical skills for achieving the target and developing the best Performance in the organization. I would like to implement my annotative ideas, skills and creativity for accomplishing the project and to avoid repetitive works.

POSITION APPLYING:

1. Sales Engineer
2. Irrigation Engineer & water technology
3. Project Co-coordinator
4. Project Engineer
5. Site Engineer (Mechanical)

TOTAL EXPERIENCE: **3.5+ years**

1) Worked as a **Administrative Assistant** 1.5 years in Hyderabad

2) Working as a **SALES ENGINEER (MECH)** in **M. H. Al Mahroos BSC ©**

KINGDOM OF BAHRAIN

From Feb 26th 2017 – Up to

Showroom sales engineer handling Garden equipment's , Irrigation products, water technology products, pumps , heaters, swimming pool equipment's' Garden & Agricultural heavy Machineries

PROJECTS:

1) Handling the Irrigation projects & water technology projects quotes and order making selecting the Materials as per projects requirements

Sales Engineer Job Responsibilities:

- Serves customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand service requirements.
- Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new accounts and services accounts by identifying potential customers and planning and organizing sales call schedule.
- Prepares cost estimates by studying all related customer documents, consulting with engineers, architects, and other professional personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment and engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff and costing engineering changes.
- Develops customer's staff by providing technical information and training.
- Complies with federal, state, and local legal requirements by studying existing and new legislation, and anticipating future legislation.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.

- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed, recommending options and courses of action, and implementing directives.
- Contributes to team effort by accomplishing related results as needed.

EDUCATIONAL DETAILS:

Qualification	School/College	Year of Pass	Percentage
B.Tech (Mechanical)	Vivekananda Group of Institute, Batasingaram, R.R. Dist (JNTU)	2015	63.00
Intermediate (M.P.C)	A.P.S.W.R Junior College, Shaikpet, R.R Dist.	2011	74.00
S.S.C	MSR High School, Kanteshwar, Nizamabad Dist.	2009	86.00

COMPUTER SKILLS:

- 1).PGDCA : Post Graduate Diploma In Computer Application
- 2) CRM
- 3) SAGE 300
- 4) MS OFFICE & EXCEL & WORD

DRIVING LICENCE DETAILS

LICENCE NO : 930630750
DATE OF ISSUE : 03/01/2017
DATE OF EXPIRY : 02/01/2022
PLACE OF ISSUE : BAHRAIN
LICENCE TYPE : Private Saloon, Private less than 16 Passengers,
: Private Conveyance, Private goods vehicle Pick-up

STRENGTHS

- Possess good communication and interpersonal skills
- Hardworking nature & Sincere
- Good learning skills and easily adaptable to environment

PERSONAL PROFILE

CPR 930630750
Name **NALLURI PRATHAP**
Father's Name Nalluri Sheshaiah
Date of Birth 14-06-1993
Gender Male
Marital Status Single
Nationality Indian
Languages Known English, Hindi & Telugu.
Hobbies Reading Books & Listening to music

DECLARATION:

I hear by declare that the above said information is true to my confidence and Knowledge.

Place: kingdom of Bahrain

Date:

NALLURI PRATHAP