

MITHUNLAL KM

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Summary

Technical Sales Engineer with more than 3 years' experience in Relay, Timers, Transducer and Alarm Annunciators. Familiar with Automation products. Also Have a short-term experience in Maintenance and Service. Handled multiple projects including helping clients select best suitable products.

Experience

Operation and Maintenance Engineer

Kerala State Electricity Board, 110KV Substation Mavungal

February 2016 to February 2017

Operated and maintained the substation to Minimal down time. Managed customer complains to provide excellent service to the customer

Technical Sales Engineer

*Minilec India Private Limited
Karnataka*

September 2018 to Present

- Identifying and establishing new business organizing sales visits
- Implemented a customer service retention program including education training, troubleshooting, workshops.
- Liaising with existing clients
- Preparing proposals and quotations
- Providing pre-sales and post-sales support
- Negotiating contracts, terms and conditions
- Reviewing cost and sales performance
- Writing reports and sales literature
- Supporting other members of the sales team by training them in the uses of products/services
- Attending trade exhibitions, conferences and meetings
- Ensuring that sales targets are met.
- Later was added additional Responsibility of Service

Skills

- Strong technical skills
- Research and analytical skills
- Organizational skills
- Communication skills, including the ability to explain clearly, listen to the feedback of clients – and relay this to colleagues
- The ability to negotiate with and influence others
- Teamworking skills
- Sales skills
- Commercial awareness.

Educational Qualification

Visveswaraya Technological University

KVG College of Engineering, Mangalore
2015

Bachelor of Engineering in Electrical and Electronics
57%

Pre-University Course

State Board of Kerala
2010
62%

Secondary School Leaving Certificate

State Board of Kerala
2008
66%

Language

- Malayalam
- English
- Hindi
- Kannada
- Tamil