



PROFILE

A Self motivated Engineering professional with good analytical, problem solving, research ,Technical and Business skills with proven track record of driving the sales and thereby increasing company's revenue.

Languages: English, Hindi, Kannada, Konkani

CONTACT

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SKILLS

Skill #1 – Technical Business Development; Manufacturing sector: HVAC /Power Conditioning Equipment.

Skill #2 - Self learning / Solution and Detail Oriented.

Skill #3 – B2B /B2C /Cold calling /Relationship building /Lead generation.

Skill #4 – Market research and Analysis / People oriented.

Skill #5 – Negotiation and Closing.

MELROY PEREIRA

Business Development/Mechanical Engineer.

EDUCATION

MANGALORE INSTITUTE OF TECHNOLOGY AND ENGINEERING

2011 - 2015

Sucessfully Completed Bachelors degree in "Mechanical Engineering" affiliated to Visvesvariah Technological University (VTU) – Belgaum.

WORK EXPERIENCE

I. ATANDRA ENERGY PRIVATE LIMITED – Product /Solution Sales Engineer.

October 2018 – February 2020

Roles and Responsibilities:

- Handling a region by "Cold calling" and meeting clients such as OEM, Contractors, New Projects, Dealers, Industries, educational institutions, Hospitals etc and giving presentations on the product as well as services of the company.
- Relationship building with the prospective customers, generating enquiries sending quotes, Systematic followup , negotiation and closing.
- Communicating efficiently with various departments of factory and making sure the product is designed as per the customers site requirement and delivered on time as per the PO terms.
- Payment collection and retaining prospects /databases for future business.

II. EDGETECH AIR SYSTEMS PRIVATE LIMITED -- Project Sales Engineer

February 2018 – October 2018

Roles and Responsibilities:

- Reading Bill of quantities (BOQ), Cost Estimation and selecting suitable fans and suitable equipment model using fan selection softwares such as "Nicotra" , 'Kruger' and "Ziehl Ahbegg"
- Preparing quotations and submitting final No -regret prices to Client and Closing.
- Arranging GAD's, TDS, Fan Selection Curves, Coil selections as per the client approvals.
- Timely follow-up with Clients for new projects, Ongoing projects and future projects and increasing the company revenue.
- Proper co-ordination with client, factory, Site Engineer and making sure the manufacturing, design and installation process goes smoothly.
- Payment followup and collection.

III. BRAVO MIDDLE EAST: Project Sales /Service Engineer.

December 2016 – January 2018

Projects worked on: Installation of GI ducts.

- Dubai Festival City, World Trade Center, Discovery Gardens.

SKILLS

