

Vishnu Prasad P R



ABOUT ME

Highly motivated, results driven safety professional seeking a challenging opportunity

EXPERIENCE

PAN UNITED – ETISALAT CHANNEL PARTNER SALES EXECUTIVE (APRIL 2024 – PRESENT)

- Developed and executed strategic sales plans to achieve and exceed sales targets. Built and maintained strong relationships with key clients, leading improvement in customer retention and satisfaction scores.

SWEDINOX INTERNATIONAL FZC TECHNICAL SALES EXECUTIVE (FEB 2023 – FEB 2024)

- Promoted and sold Alfa Laval products, Stainless-Steel tanks, pipes, and fittings. Could grow the sales over 10% by developing new accounts by effectively demonstrating the product features, advantages, and benefits. Handled various products like pumps, valves, and heat exchangers. Developed strong relationships, generated 30% of leads over last year. Expert in attentive listening, swift and effective problem-solving, and nurturing strong, professional rapport with customers.
- In addition to Technical Sales, I ensured compliance with occupational health and safety guidelines, advised on safety topics, conducted risk assessments, and enforced preventative measures to create a safe workplace.

KNOAH SOLUTIONS E-SUPPORT OFFICER (MAR 2020 – MAY 2021)

- Sales & Customer Service for Samsung US - Support the customers to clarify technical queries and serve in pre-sales. Provided after-sales support. Worked in a new process of Customer Self-Order Placement.
- Help customers resolve issues and cultivate a positive image of the company.

CONTACT

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EDUCATION

PETROLEUM ENGINEERING 2015 – 2019 (COMPLETED) FARAH INSTITUTE OF TECHNOLOGY, HYDERABAD

ADVANCED DIPLOMA IN OIL & GAS ENGINEERING 2019 - 2020 IBIS ACADEMY, KERALA

NEBOSH IGC & IOSH MS 2022 - 2023 HSEI ACADEMY, KERALA

SKILLS

Non-destructive Testing,
Quality Assurance & Control,
Piping & Pipeline Engineering,
Welding Engineering,
Microsoft Office,
AutoCAD,
Communication,
Relationship Building