

Curriculum Vitae

MOHAMMAD SALMAN

Dammam, Saudi Arabia
Passport No: - K7603165
Residence Permit (KSA):-Transferable
Driving License:- Saudi Arabia
Mob No: - 00966-595974300
Email id: - md.salman73@gmail.com



Career Objective

Seeking to work in a performance & growth oriented environment that provides the best opportunity to make maximum use of my expertise, strengths, skills and experience for effective organizational growth in efficiency and productivity

Educational Qualification

- **Master Of Business Administration**
 - **MBA (Marketing & Operations)** at the Centre for Management Studies, Jamia Millia Islamia, New Delhi, May 2015.
- **Bachelor of Technology (Mechanical Engineering)**
 - Maharshi Dayanand University, Rohtak, Haryana, May 2012.

Experience

1) Working as Marketing & Sales Engineer

Company : Jamjoom Vehicles And Equipment
Department : Sales & Marketing
Duration : November 2015 to Present

Company Profile:-

The name Jamjoom is Synonymous with trust honesty & dependability. Since its inception, one hundred (100) years ago, these ideals are being practiced devotedly at all the six diversified companies falling under the Jamjoom Umbrella. Several milestones have been crossed since HINO joined together with JAMJOOM in the year 1972. These four decades portray, success based on compassion. Our motto is to integrate all the positive energies and make every transaction and endurable experience for our patrons. We are all poised to take this custom of customer satisfaction a step further by making Total Customer delight the focal point of our activities.

Work Experience:-

- Visiting to the existing companies as well as new companies to make a deal.
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Collaborate with sales teams to understand customer requirements and provide sales support
- Secure and renew orders and arrange delivery
- Plan and modify products to meet customer needs
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.

2) Market research on Local Garages of Delhi-NCR for Potential Market and Brand Protection of Hyundai MOBIS Spares.

Company : Hyundai MOBIS India Limited.

Department : Marketing

Duration : 16th June to 8th August, 2014

Company Profile:-

The company founded in 1977 as Hyundai Precision Industry. It's the parts and service arm of Hyundai Motor and Kia Motors. It offers chassis, cockpit, front end modules, safety products like air bags, anti-lock brake system, steering parts, stereo systems etc. It also supplies after sales service to Hyundai and Kia Motors. In India, it has a plant at Namasivayapuram, Tamil Nadu and Corporate Office at Jasola , New Delhi.

Work Experience:-

- Survey of areas of Delhi and National Capital Region (NCR) where the concentration of local garages was high.
 - Questionnaire used to gather required information from garage owners and car owners.
 - Information like, the presence of local manufacturers, counterfeits in the spares market, the source and supplier of such spare parts, market presence of Hyundai MOBIS, necessity of new distributors/dealers etc. were sought.
 - Analysis of the data collected from various parts of Delhi and NCR was done and recommendations were submitted to the company.
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3) Worked as Mechanical Engineer

Company : R K Bearing Motion Technologies Pvt. Ltd

Department : Sales & Marketing

Duration : 1 June 2012 to 31 March, 2013

Company Profile:-

R K Bearing Motion Technologies Pvt. Ltd. is a group of companies,(ISO 9001 Certified).Manufacture Bearing sleeves and also have Master Distributor for UBC Bearing of America,which is world class product of American Design & number one importer for Koyo Bearing of Japan,which is obsessed Quality of Japan.Having customer like L & T Heavy electrical unit Hazira,Tata Chemical,BILT Paper,J K Paper,JSW Steel,Essar Steel,Sohata Paper etc.

Work Experience:-

- Work on a Microsoft Power Point to prepare technical seminar for the Engineers as well as for sales person.
- To follow up various offer (Technically) which are given to customers by the sales person or self to get the order.
- Ensuring the accurate execution of the received order.
- Helping in purchase of bearings (For Technical Matters) through internet, which are not available in local market.
- Reporting to Head of Technical & Sales regarding all customer complaints and resolving the same efficiently.
- Generating necessary documentation required to process an order.

Comprehensive Project in MBA

Study of Consumer Behavior and Brand Personality towards Hatchback Car.

Purpose of the project

- ❖ Surveying the relevant consumer base through questionnaire.
 - ❖ Understand the elements underplaying in each segment
 - ❖ Deducing analytical overview through different statistical methods
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Objectives of the Research

- ❖ Examine the customer perception about the hatchback cars.
- ❖ To judge the satisfaction level of car owners of different brands.
- ❖ The research tracks responses at following two layers :-
 - Dealer related parameters
 - Product related parameters
- ❖ To analyze the psycho graphic variables of the customers of different brand of the cars.

Comprehensive Project in Mechanical Engineering

Project Profile : Air Conditioning System.
Place : Al-Falah School Of Engineering & Technology
Team Strength : 5
Duration : 12 Months
Platform : Rotary Air Conditioning System.
Position : Core Team member.

✓ **Description** : “Project on Rotary air condition System of 1.5 TR”

In this project we have done fabrication and erection of the copper pipes and welded it to the kit unit and assembling the components of the air condition such as compressor, evaporator, accumulator, condenser etc. At last refilling of the refrigerant takes place.

Role/Responsibilities:

- Responsible for gathering the information module of the project.
- Provides functional & technical leadership & guidance throughout the project
- Provides installation, setup, maintenance & support of applications.
- Provides solutions to gaps, analysis and design effort

Skill Set

- Familiar with MS Office suit and internet application at intermediate level.
 - Familiar with AutoCAD 2D Design
 - Strong communication, interpersonal and analytical skills.
 - Good time management and organizational skills
 - Excellent command over written and verbal communication.
 - Adaptive to situations.
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Achievement

- Student Placement Coordinator of MBA for one year.
- Volunteer of Global Innovation and Technology Alliance, 13 conducted by **Confederation of Indian Industry** (works to create and sustain an environment conducive to the growth of industry in India).
- Coordinator of International Finance Conclave conducted by CMS, Jamia Millia Islamia, New Delhi in the year February 28th, 2015.
- Coordinator of National Conference conducted by CMS, Jamia Millia Islamia, New Delhi in the year 2014.
- Organized various fests, Power Point Presentations, events & seminars at college level.

Strength & Hobbies

- Dedicated, Hard working, Quick Learner, believer that nothing is impossible
- Ability to lead, coordinate & communicate effectively and efficiently in a team
- Willingness to take higher Roles, Responsibilities and Challenge
- Leads, motivates and influences people to achieve desired Results of project.
- Reading Newspaper, Watching Barclays Premier League Games, Driving etc.

Personal Profile

Father's Name	:	Mr. Mohammad Razi
Date of Birth	:	21/02/1989
Gender	:	Male
Marital Status	:	Unmarried
Languages Known	:	English, Hindi and Urdu.

Declaration

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

DATE:

(MOHAMMAD SALMAN)

PLACE:
