



Rashmi SureshKumar

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CORE COMPETENCIES

- Strong prospector
- Problem solver
- Sales and Marketing
- Calming nature.
- Detail-oriented.
- Parent Interaction
- Adept multitasker

IT SKILLS

- MS Word
- MS Excel
- MS Outlook
- MS PowerPoint
- Documentation Skills
- Reporting Skills

PERSONAL DETAILS

- Visa Status: Visit Visa
- Nationality: Indian
- DOB: 30th July, 1998
- Marital Status: Single
- Languages Known: English, Hindi and Tamil

RASHMI SURESHKUMAR

INSIDE SALES ENGINEER | INSIDE SALES REPRESENTATIVES

SUMMARY

- A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications.
- Having great ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications and helping in the design of custom-made products.
- Possessing excellent communication skills and capable of simplify and communicating complex concepts to a non-technical audience.

EDUCATION BACKGROUND

B.E in Electronics and Communication Engineering

Sep 2020

PROFESSIONAL EXPERIENCE

Inside Sales Engineer

August'2021 – Till

Safe Energy General Trading LLC, Dubai

Responsibilities:

- Working with existing customers to help them get the most out of the products they have bought. Providing sales support during virtual and onsite client meetings.
- Provide quick, precise responses to all sales inquiries associated with special applications, systems and pricing.
- Interact with sales team related to technical solutions and utilize energy analyzer for efficiency review.
- Update on new products by involving in sales and technical meetings.

Sales Engineer “Undergoing training”

Jan '2021 – Jun 2021

Techno-fly Solutions - India

Responsibilities:

- Communicate effectively with Sales Managers and their clients to maintain existing relationships while helping to create and build new client relationships.
- Providing sales & administrative support through various office duties such as answering phones, making calls to vendors, managing calendars, scheduling site visits, etc.
- Input new sales inquiries into the company’s database and update program files in the database as needed.
- Coordinating and responding to all requests of internal meetings.
- Settles upon delivery dates and times with other departments to make sure that the consumer interaction is of the utmost of professionalism.
- Assist the marketing department in new marketing campaigns.
- Responding to complaints from customers and give after-sales support when requested.
- Inform clients of unforeseen delays or problems conducive to learning

Internship Program

3 months

- Completed 3 months internship program and assigned to a project named Multi Account Embedded ATM cards. During my internship I got trained and worked as a support coordinator with the company. Also I have learned and developed important skills such team working and meeting objectives.