

Alwin Eapen Thomas

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OBJECTIVE

“To be a part of an organization with a dynamic atmosphere, where I can fully utilize and enhance my managerial skills and technical knowledge, contributing positively to the organization, society and for my value addition”

EDUCATION

- Passed MBA (Marketing) with first class from SCMS School of Technology and Management, Cochin, Kerala (MG University) in Nov 2009.
- Passed B.Tech (Mechanical Engineering) with first class from College of Engineering Adoor (CUSAT) in July 2007.
- Passed Class 12th from Indian High School, RAK, UAE with 84.2% in April 2003.

PROJECTS UNDERTAKEN

ACADEMIC PROJECTS

- A project study on *Brand loyalty of Airtel landline users towards its other services*, in Bangalore as part of the MBA major project.
- A project study on *Effectiveness of marketing strategies adopted by ING Vysya life, Thrissur* as part of MBA mini Project.
- Conducted a study on *Realization of recess cone for liquid oxygen tanks used in Satellite Launch Vehicles* as part of the B.Tech project from KELTEK presently known as Brahmos Aerospace, Trivandrum.

SOCIAL PROJECTS

- Took part in a survey on the ‘*Awareness level of waste disposal among the residents in Cochin*’ conducted by SCMS Cochin under the guidance of the then Respected Collector of Ernakulum District.
- Was part of the team which conducted a study on the “*Behavioral attitude of low income group towards private hospitals*”.

WORK EXPERIENCE

- **Worked in M/s Arwani Trading Co, Dubai as Sales Engineer from September 2018 to June 2019**

PRODUCTS

- Oil lubricated and Oil free screw and piston compressors and downstream equipment

TERRITORY

- Ras Al Khaimah, Umm Al Quwain, Al Quoz

ACTIVITIES INVOLVED

- Lead generation and customer retention
- Suggesting /Recommending most effective solution to customer
- Educating customer on newly added products.
- Assisting the customer in arriving at a conclusion from different technologies or solutions available
- Preparation of technical and commercial offer and follow up
- Updation of inquiry status on Oracle CRM software

➤ **Worked in M/s Nils & Abbas Trading Co, Dubai as Sales Engineer from August 2013 to May 2018**

PRODUCTS

- Oil lubricated and Oil free screw, vane and piston compressors(low, medium pressure)
- Downstream equipment which include receiver tanks, dryers(refrigerant, membrane, desiccant dryers), filters, condensate removal and treatment equipment
- Nitrogen Generators
- Industrial Chillers

TERRITORY

- Ras Al Khaimah and Umm Al Quwain

ACTIVITIES INVOLVED

- Update knowledge and information on market and product.
- Suggesting /Recommending most effective solution to customer
- Educating customer on newly added products.
- Assisting the customer in arriving at a conclusion from different technologies or solutions available
- Preparation of technical and commercial offer.

➤ **Worked in M/s Aquaduc Equipments limited, Cochin, India as Marketing Engineer from July 2010 to Sep 2012.**

PRODUCTS

- Hydraulically operated aquatic excavator dredgers which are self-loading, self-launching and self-propelling.
- Engineered solutions for transporting the dredged material.

TERRITORY

- Andhra Pradesh, Karnataka, Tamil Nadu and Kerala

ACTIVITIES INVOLVED

- Collecting relevant market information from primary and secondary sources.
- Analyzing and tackling opportunities existing in the market.
- Identifying suitable projects in which the product can be used effectively.
- Estimating the need, capacity and utility of prospects.
- Development and delivery of product presentation/demonstration.
- Maintaining good rapport with the prospects and existing customers through frequent interactions.
- Conveying customer suggestions/requirements to the management.
- Eliminating sales obstacles through creative and adaptive approaches.

PERSONAL VITAE

Date of Birth	:	04-12-1985
Marital Status	:	Married
Languages	:	English, Malayalam, Hindi and Arabic(Basic)
Passport Number	:	R2422295
Driving License	:	UAE, India
Visa Status	:	Work Visa
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