

CALEB BENIJON
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Career Objective:

To obtain a challenging position in your company, and contribute positively to build a long-term career with your company.

Summary of skills:

Well acquainted with the industry trends and new releases in the market. Good grasping capacity and problem-solving capacity. Enthusiastic, motivating and ability to pay attention towards the details. Good at understanding newer technologies, and learning them. Ability to multitask, and use creative and innovative skills.

Technical Skills:

- Autodesk AutoCAD 2016
- Adobe Photoshop CS5
- Operating Systems: Windows 98//2000/XP/7/8/10, Windows VISTA
- Microsoft Office – Word, Excel, PowerPoint, Publisher, and Outlook

Graduate Project(s):

- Smart Bus Shade - **Green Technology based Cost Effective Prototype Structure for Smart Bus Shade for Rural Communities.**
- Experimental Investigation on Power Reduction due to Dust Deposition on the PV Modules and Novel Cleaning Methods.
- Low-Cost Domestic UPS for communities.

Work Experience:

Squaresoft Technology, Dubai, U.A.E., March 2022 - Present

Product Sales Executive

- Giving Product demonstrations through Cold Calling, and also Social Media.
- Responsible for helping build the product by understanding the customers and selling it to them.
- Contacting potential and existing customers through phone, email and whatsapp and making sure that they are okay with the products or do they need any assistance.
- Sending the product details to the interested customers through the sms and whatsapp.
- Achieving Sales Target on daily and bi-weekly basis that is assigned by the Sales Manager.
- Preparing and Presenting the Sales Reports whenever asked by the Team Lead.
- Consulting with the Sales and Marketing Team to ensure the efficiency of the product and also the growth of the product.
- Investigating the leads how much it is possible before contacting the customers.

Steel Construction Engineering Company, L.L.C. (SCECO), Dubai, UAE, Aug 2019

– Aug 2021

Electrical Engineer

- Designing, maintaining, implementing, or improving electrical instruments, facilities, components, equipment products, or systems in the field.
- Negotiate with customers, engineers, and others to discuss existing or potential engineering products or projects.
- Ensuring that installation and operations conform to standards and customer requirements by preparing electrical systems specifications.
- Supervising both the technician and the construction site.
- Assigning technicians for the work according to priority of work urgency and also met on a daily basis.
- Establishing and maintaining strong working relationships with internal and external stakeholders, design team, authorities, utilities and associated organizations.
- Representing the company in a professional and diligent manner at all times.
- Undertake and deliver high quality detailed engineering design for electrical building services and power distribution systems, including calculations, analysis, schematics, drawings, diagrams, models, specifications and other documents required.
- To contribute and assist, as required by the Project Leader or Senior Partner, or nominated Engineer.
- Ensuring the safety of the technicians and the working labor in all aspects of work.
- Assisting technicians when there is an emergency of work to be completed.

Cloud Byts IT Infrastructure, Dubai, UAE, March 2021 – May 2021

(Part-Time)

Sales and Marketing Representative

- Selling products and services using solid arguments to prospective customers through direct and in direct mediums.
- Maintaining positive business relationships to ensure future sales and also, the standards and reputation of the company.
- Posting the products and services in the social media and promoting them and also creating leads and giving them to the technical team.
- Establishing, developing and maintaining the positive business and customer relationships for a balanced response in return.
- Achieving agreed upon sales targets and outcomes within scheduling and getting rewarded for it.
- Keeping abreast of best practices and promotional trends according to the current market.
- Negotiating all the contracts and prospective clients and giving them the best prices of the products and services that they don't feel they have paid extra.

Shepherd Enterprises, Chennai, INDIA, February 2021 – July 2021
(Part-Time)

Business Development Executive

- Responsible for driving company sales by sourcing new clients and by convincing them to purchase added offerings.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the core team.
- Crafting business proposals and contracts to draw in more revenue from clients and giving them ideas that are budding in the market.
- And setting up a new branch in Dubai for their welfare and further development of the company and taking care of the legal work.
- Maintaining Social Media accounts and helping them in taking leads management.
- Also, meeting lots of new clients and promoting the company and the services that are provided.
- Analyzing the business that is already in the market by research and sales data to present opportunities to stakeholders by building it on the bedrock.

Education:

Bachelor of Technology in Electrical and Electronics (2014-2018) - Karunya University, Tamil Nadu, India CGPA: 7

Training(s):

- ❖ Undergone Implant Training in “Al Ahli Plastic Company”, Fujairah, U.A.E for a duration 14 days.
- ❖ Undergone Implant Training in “TANGEDCO”, Coimbatore for a duration of 14 days.
- ❖ Undergone Training in “Oledx”, Dubai, U.A.E as a Graphic and Web Designer for a duration of 2 months.

Personal Information:

Date of Birth: 22-12-1995
Place of Birth: U.A.E
Nationality: Indian
Gender: Male
Marital Status: Single
Languages Known: English, Hindi, Tamil and Malayalam
Salary: Negotiable

Declaration

I am keen to continue my career and prepared to work hard in order to achieve my organization objectives and I hereby declare that the information furnished above is true to the best of my knowledge