



MARIA ASLI SICILAN

Manufacturing Engineer | Technical Sales Manager Oil & Gas | Urban Construction | UAE & Middle East

 Arjan, Al Barsha 3, Dubai, UAE

 +971 527119935

 asli.sicilan@gmail.com

ABOUT ME

A result-oriented Sales professional with 10 Years of qualitative over all experience. A keen learner with a flair for adopting emerging trends and addressing industry requirements to achieve organizational objectives and profitability goals. An effective communicator with excellent interpersonal relationship & management skills.

OBJECTIVES

Achieving goals is non-negotiable and "Passion" supports achieving it. Adding Value to work, gaining experience and contributing effectively and proactively to achieve my organisation's objective is what I believe in, and this aspiration is what gets the adrenaline rush in me and has kept me going for the last 9 years of my career.

SKILL SET

- Effective Leadership
- Customer Relationship Management (CRM)
- Sales Management
- Team Management
- Emotional and Cultural Intelligence
- Time Management
- Presentation & Communication

ACADEMIC CREDENTIALS

M.Sc. MANUFACTURING ENGINEERING

VELLORE INSTITUTE OF TECHNOLOGY, (VIT VELLORE. INDIA.)

M.B.A PRODUCTION MANAGEMENT

MANONMANIAM SUNDARANAR UNIVERSITY, INDIA.

B.Sc. AIRCRAFT MAINTENANCE SCIENCE

NEHRU INSTITUTE OF ENGG. & TECH, COIMBATORE, INDIA.

WORK EXPERIENCE

Senior Product Specialist

Tanseeq L.L.C, Dubai, UAE. (Tanseeq Investment Dubai).
Nov 2022 to Present.

Leading supplier of a comprehensive range of superior-quality landscaping products and services.

PRODUCT RANGE

- K-Form (UK) Concrete Expansion Screed Rail System
- Geo-Hex (Australia) - Erosion Control System
- Biax (Australia)- Concrete Foundation System

Responsibilities

- Explore and develop new markets in the Middle East.
- Responsible for standards reference and specification conflict resolution.
- Reviewing client needs to determine product specifications and functionality requirements.
- Meeting regularly with clients to discuss project status and suggestions for improvement.
- Supporting the development of new products.
- Improving the development of existing products.
- Managing the launch of new products.
- Conducting market research and analyzing industry trends.
- Analyzing and documenting the product development process.

TECHNICAL SKILLS

- Diploma in Computer Aided Engineering (CAE), HYPERMESH and OPTISTRUCT.
- Advanced Methodologies in Structural Analysis.
- Advanced Methodologies in Crash Analysis.
- Advanced Methodologies in Applied FEM.
- Diploma in Auto CAD 2D and 3D.

SOFTWARE SKILLS

- Microsoft Office
- Oracle -ERP & CRM
- Hyper Mesh 7.0
- Solid Works 2013
- Automation Studio 5.6
- Mat lab 8.3
- PicoSoft 3.0 (PLC Programming)

LANGUAGES KNOWN

English, Hindi, Malayalam & Tamil

PERSONAL DETAILS

Date of birth: 01/10/1988

Nationality: Indian

Driving License: UAE License

Marital Status: Married

Visa Status: Residence work visa

REFERENCE

UPON YOUR REQUEST:
Respond by email.

MANAGER - TECHNICAL SALES & MARKETING

Oasis Metal Manufacturing L.L.C, Dubai, UAE. (AL SHIRAWI Group).
Dec 2014 to Present.

Company serving a wide range of industries like Oil & Gas, Petrochemicals, Power, Marine, Water Treatments, and Shipbuilding & Construction. Also exports its products to more than 30 countries around the world.

PRODUCT RANGE

- Electro forged Gratings - Oil & Gas
- Handrails, Ladders & Stairtreads
- Welded Wire Mesh & Wire rod Manufacturing

Responsibilities

- Explore and develop new markets in the Middle East.
- Developing long-term relationships with clients, through managing and interpreting their requirements. Handling and updating client's database.
- Explore new clients who might benefit from company products or services and maximise client potential in designated regions.
- Meet and exceed the sales budget set out and improve margins while minimizing overdue.
- Develop business plans for current and future business opportunities.
- Organizing exhibition and trade show stand management.
- Handling product approvals from Consultants, Contractors and Govt. entities.
- Estimation of projects and tenders, Review of technical and commercial qualifications.
- Decide and advise the final factors on client BOQ and assisting sales order and invoicing team.
- Issuing cost evaluation for the stock materials every month.
- Handling Site mock-up with the installation team.

INTERNATIONAL CONFERENCE

- Presented research Paper on "Experimental Analysis of surface texture generated by a flexible Magnetic Abrasive Finishing of SS 304L"
- Presented research Paper on "Condition monitoring of friction stir butt welded by image processing techniques"
- Presented research Paper on "Experimental Investigations on Pulsed Magnetic Abrasive Finishing Process of SS316L"

PERSONAL SKILL

- Operation Monitoring, Teamwork, Achiever and Friendly
- Ability to deliver relevant and true information.
- Ability to interact with the customers.
- Quick adaptable to new situations with fraternal nature.

DECLARATION

I hereby declare all the information enclosed above is true to the best of my knowledge

MARIA ASLI SICILAN. T