

MOHAMMED ANOOF

Chemical Engineer and Sales Executive

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Visa Status: Transferable Iqama

PROFESSIONAL SUMMARY

Results-oriented Chemical Engineer and Sales Executive with hands-on experience in both process engineering and industrial sales. Skilled in process optimization, energy efficiency, and safety improvements across refinery operations. Demonstrated success in sales strategy, distribution management, and customer relationship building for industrial and consumer products. Adept at bridging technical knowledge with business acumen to drive operational excellence and market growth.

EXPERIENCE

Chemical Engineer — MRPL (Mangalore Refinery & Petrochemicals Ltd.), Mangalore

September 2023 – May 2024

Process engineer responsible for unit operations, process optimization, and safety & reliability improvements across CDU, VDU, and downstream units. Delivered process enhancements that increased throughput and reduced energy consumption.

Sales Executive — Larsen & Toubro (L&T;), Mangalore

June 2024 – August 2025

- Oversaw regional sales and marketing operations for L&T's electrical and consumer appliance product line.
- Managed distribution channels, dealer/distributor relationships, and ensured timely supply chain coordination.
- Achieved monthly and quarterly sales targets through strategic planning, promotional campaigns, and product demonstrations.
- Conducted market research and competitor analysis to identify growth opportunities and customer preferences.
- Collaborated with marketing teams to design brand promotion activities, exhibitions, and dealer meets.
- Maintained accurate sales records, monitored stock levels, and prepared sales performance reports for management review.
- Provided post-sales support and resolved customer queries to enhance satisfaction and retention.

EDUCATION

Bachelor of Engineering (B.E.) in Chemical Engineering

Siddaganga Institute of Technology, Tumkur

June 2019 – July 2023

SKILLS

- Process Optimization & Control
- Energy Efficiency & Process Safety
- Data Analysis & Troubleshooting
- Industrial Equipment Maintenance & Monitoring
- B2B & B2C Sales Strategy
- Customer Relationship Management (CRM)
- Distribution Channel Management
- Negotiation & Closing Techniques
- Strong Communication & Interpersonal Skills
- Team Collaboration & Leadership
- Adaptability & Continuous Learning
- Time and Project Management

LANGUAGES

- English — Fluent
- Hindi — Fluent