

• Contact

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• Skills

Business development and planning

Upper intermediate

Business networking

Upper intermediate

Sales funnel development

Advanced

Single compressor systems

Advanced

Leak Testing

Advanced

System Balancing

Advanced

System Installation

Advanced

Duct installation

Advanced

HVAC installation and maintenance

Upper intermediate

Ductless understanding



ABDUL GAFOOR

HVAC Technician

- HVAC Technician trained in **split systems, hybrid systems, duct-free systems, and packaged heating and air systems** air conditioning processes. Vast knowledge base of multiple system types and controls. Pursuing position with progressive company to provide exceptional service.
- Dynamic Sales Executive with 4 years of experience providing high level of customer service while increasing revenues. Successful at leveraging sales technologies, software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels. Personable communicator focused on exceeding client expectations.

• Work History

2018-11 -
Current

Sales Executive

NRE ELCTRONICS Tirur.(Whirlpool Retail Executive), TIRUR

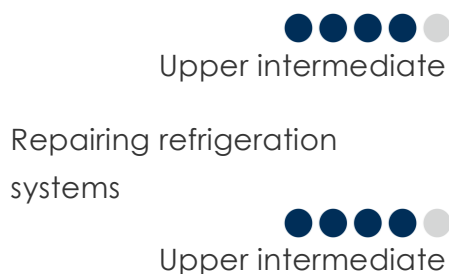
- Analyzed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Held meetings with director to identify techniques to overcome sales obstacles.
- Developed SWOT analysis and executed targeted sales strategies accordingly using data-driven decision-making.
- Working as a sales officer
- Dealing with customer

2016-06 -
2018-06

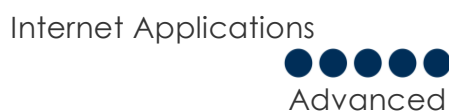
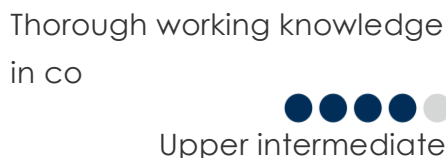
HVAC Technician

Trans Gulf Electromechanical LLC, Dubai

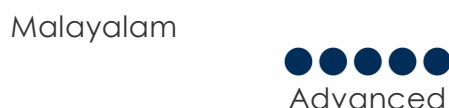
- Conducted maintenance service on HVAC systems to increase life expectancy of equipment and prevent costly repair work.



• Software



• Languages



REFERENCE

- **ABDUL GAFOOR** :
G001/45578 Salesman
0120 (Uncle)
- **MUJEEB RAHMAN** :
4457/28774 Auditing
Department (Family
Friend)

- Performed troubleshooting on HVAC systems to determine root cause of issues.
- Filled out detailed work orders for each job completed.
- Closed out work orders after verifying completion with customers and reporting discrepancies discovered on job site.
- Worked overtime, holidays and weekends to accommodate company needs.

Refrigerator Technician

Penta Cool - Godrej Appliances, kottakkal Malappuram

- Completed root cause analysis to identify issues, understand problems and implement corrective plans.
- Updated refrigeration systems, modifying HVAC components and refurbishing chiller plants and panels.
- Performed predictive, preventive and corrective maintenance on diverse systems.
- Satisfied customer needs on every call with knowledgeable service and quick responses.
- Located and repaired leaks on individual units and large systems in grocery stores or restaurants.

2014-01 -
2016-01

• Education

2009-03 -
2012-03

2012-06 -
2015-06

High School Diploma

KHMHS SCHOOL (Kerala Board Of Public Examination) - ALATHIYUR

Completed HSE (Humanities)

Board of Higher Secondary Examinations -
UDAYA COLLEGE ALATHIYUR

D.M.R.C (Diploma in Mechanical Refrigeration & Air

SSM POLYTECHNIC COLLEGE - TIRUR India