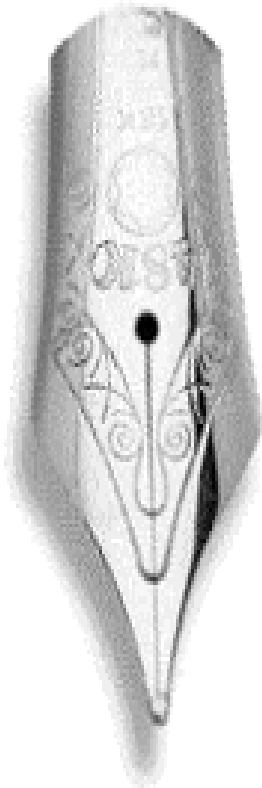


# Davis V. John

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Allow me to introduce myself as a  
Graduate with a good academic record  
and with good communication skills.



I am a quick learner with firm self- belief  
and confident of performing any assigned  
work quickly.

**Please refer my enclosed Curriculum Vitae  
for more details.**

I hope my aptitude and attitude are  
appropriate for advancing the continued  
success of your organization. Rest  
assured that given the opportunity, I shall  
serve your organization with dedication  
and a sense of responsibility.

**Hoping to meet you to further discuss this  
application.**

# DAVIS V. JOHN

Email Id: davisvjohn01@yahoo.co.in

Mobile Phone: +966 568976317

## CAREER OBJECTIVE

To achieve a position in a promising firm such that it helps serving a purpose to the firm with simultaneous and continuous enrichment of my ken, capabilities and skills for the betterment of both.

## SUMMARY

Dedicated, Professional with 13 years of experience in Sales and service of Industrial printers, Weighing & product Inspection Systems.

Currently working as an Area Sales and Service Manager with Global Scales and System Co. Ltd (Partner for Leibinger, Videojet, Zanas, & Mettler Toledo) in Riyadh, Saudi Arabia.

## WORK EXPERIENCES – 13 years

### ❖ Global Scales and System | Riyadh, Saudi Arabia | April 2017 – till date

**Area Sales and Service Manager** - Industrial Marking and Coding Solutions & Weighing Solutions

- Analyze perspective customer needs and meet those needs via proposals, negotiations and business contracts.
- Work closely with the prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales within assigned territory
- Visit customers to help resolve technical issues and gain application knowledge
- Internal coordination with Commercial and logistic team for order processing.
- Display a thorough knowledge of the company's product lines, communities, and relative community facilities
- Conduct pre-sales visit, project co-ordination, customer training and maintain a continuous customer engagement and retention management.
- Focused in timely resolution to customer queries with primary focus being on addressing on their needs and understanding their requirements.

### ❖ OZED LTD (Partner for Markem-Imaje) | Lagos, Nigeria | May 2015 - April 2017

**Service & After Sales Manager** – Industrial Printing Solutions

- Actively promote and sell M-I service products to our customers, improving the up-time of the application and maximizing M-I sales results in addition to ensuring the highest level of customer satisfaction.
- As a functional leader, responsible for achieving targeted aftersales revenue growth by driving growth strategies, working in close co-ordination with leaders responsible for Printer sales, technical support, Finance and Supply chain
- Support our field service team with timely resolution of pre-sales and post-sales technical issues.
- Identify root cause and sleuth out best solution and make appropriate recommendations.

❖ **Domino printing Science | Bangalore, India | Sept 2012 – March 2015**

**Senior Engineer - Industrial Printing Solutions**

- Responsible for installation, maintenance & service of all domino coding products
- Promote and educate customers on the standard operation of Domino products, including safety, environmental protection and quality. Maintain good customer relationships to achieve maximum customer satisfaction
- Implement mission and key activities for After Market Sales growth with management (forecasting, budgeting, after sales growth etc.) along with consistent and effective execution
- Provide market feedback to Product Marketing on customer requirements, competition landscape and industry trends to help improve current Aftermarket product

❖ **Weigh Control Systems | Bangalore, India | April 2009 – August 2012**

**Service Engineer - Industrial Automation**

- Design and development of standard as well as custom built automatic fluid control systems, custom built automation equipment used in all major automotive industry in India
- Managing overall activities pertaining of erection testing, commissioning and maintains of electrical panel, PLC systems, VFD, HMI and process control
- As a Service engineer, involved in the project execution of target-based products promotion like PLC, Servo, Drive and HMI systems.

## ACADEMIC PROFILES

Examination	Institute	University/Board	Year of Completion
B.E (Electronics &Communication)	SVCET	Anna University	2008
HSC	Govt HSS Anchal West.	Higher secondary Board	2004
SSC	All Saints High School.	State Board	2002

## SKILLS & EXPERTISE

- Customer Management
- Business and Commercial Acumen
- Negotiation & Persuasion skills
- Ability to work in a matrix organization
- Market orientation
- Team Player

## PERSONAL DETAILS

Date of Birth : 16th April 1987  
Sex : Male  
Marital Status : Married  
Nationality : Indian.  
Languages : English, Arabic, Hindi, Tamil and Malayalam.  
Hobbies : Swimming and Singing

## DECLARATION

I hereby declare that the details furnished above are correct to my knowledge and belief.

**Place: Kerela**

**(Davis V. John)**