

**NAME:**

MOHAMMAD

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**PERSONAL SUMMARY:**

A result-oriented project sales engineer with 5 years of progressive UAE experience in SOLAR & LED LIGHTING. Strong communication skills to build up rapport easily, open up clients, find out what they need, and then present them with a wide range of services and solutions. Highly organized, ambitious and possesses the capability to develop maximum sales and profitability.

Good technical knowledge and strong understanding of electrical products and products related to SOLAR & LED LIGHTING.

**ACADEMIC QUALIFICATION:**

 **BS ELECTRONICS ENGINEERING [2007-2011]**

COMSATS University Of Science & Technology, Abbottabad, KPK, Pakistan.

* **H.S.S.C (PRE ENGINEERING) [2004-2006]**.SPS College Swat, KPK, Pakistan.
* **S.S.C(SCIENCE) [2004]**

Bahrain public high school Bahrain Swat, KPK, Pakistan.

**CAREER HISTORY**

**PROJECT SALES ENGINEER AT RENTECH SYSTEMS LLC (MAY 2012 - Present)**

**Specialties:**

* Marketing of technical services & products related to Solar PV & Lighting.
* Maintaining good business relationships with Contractors and Consultants.
* Ability to react quickly to emergency situation and new customer requirements
* Identifying key clients.
* Project management and project costing.
* Preparation of quotations, invoices, delivery notes, and receipts.
* Hands on experience on solar PV system installation (off Grid & On Grid).
* Solar street lighting design & installation.
* Facade lighting design & installation.
* Industrial LED Lighting design & installation.
* Design lightings on Reality outdoor software.

**Duties:**

* Developing and maintaining productive business relationships with new & old clients (Within UAE and Out of UAE).
* Promote the company brand to key clients in a professional manner.
* Identifying prospective clients and then contacting them in a professional way.
* Arranging meetings with clients, contractors and consultants of a key project in order to understand their requirement and propose a suitable solution.
* Preparing quotations based on project requirements.
* Project costing preparation in order to estimate the right quotation value.
* Replying to all customer inquiries in a timely and accurate manner.
* Conducting site visits in order to propose right products and services.
* Writing up sales & activity reports on weekly basis.
* Developing and maintaining a database of all potential clients.

**NATIONALITY**:

Pakistani

**DOB**:

Aug 01, 1988

**DRIVING LISENCE**:

Dubai

**LANGUAGES:**

* English (Fluent)
* Urdu/Hindi (Fluent)
* Pushto (Fluent)
* Torwali (Fluent)
* Arabic (Basic)

**COMPUTER SKILLS AND SOFTWARES:**

* Office Automation including: MS-Word, MS-Excel, MS-Power Point
* Fluent in computer operating systems
* Google Sketchup
* Reality outdoor (Lighting designing software)

**PERSONAL SKILLS:**

Able to cope with pressure and work in a fast paced environment. Quick Learner.

Ability to understand client’s needs and propose them with a right solution.

Ability to communicate in a clear and effective manner.

Having the capability to work in team environment as well as can make

independent decisions.

Highly time management skills.

**REFERENCES:** Available on request