**

**Najamus**

**Najamus.370399@2freemail.com**

An electronics and communication engineering graduate with experience of more than 2 years in sales engineering, key account management and support, business development and operations. An edge in working with MNC’s with good performance at work makes me a suitable candidate. Coupled with strong business communication and self-confidence makes me the conspicuous choice.

# Core Skills

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| --- | --- |
| * Direct and Indirect Sales
* Customer Relationship Development
* Strong IT Background
* Post Sales Customer Support
* Sales Training and Development
 | * Issue/Problem Solution
* New Client Development
* New Product Case Development
* Competitive Strategy Development
* Long and Short Range Planning
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**Professional Experience**

## Key Account Manager Mar 2016 to present

*Al-Deyaa Media Productions LLC. (for Etisalat UAE)*

* Managed a portfolio of around 200 SMB and enterprise company accounts.
* Worked on the company CRM.
* Development of relationship with clients with regular visits and calls
* Direct and indirect sales with after sales support.
* Resolved and followed-up of issues related to telecom services.
* Quarterly targets and achieved targets for almost every quarter.
* Awarded bronze certificate in Key Account Management for second quarter.

## Sales Engineer Apr 2014 to Jan 2015

*Norway Engineering Co. Ltd.*

* Secured and renewed customer orders and arranged delivery.
* Prepared and delivered technical presentations explaining products and services.
* Conferred with customers to determine equipment needs and system requirements.
* Collaborated with sales team to provide sales support (onsite and offsite).
* Helped in researching and developing product modifications.

## Embedded Systems/Robotics Intern Jan 2012 to Mar 2012

*Hewlett-Packard Engineering Services*

* 3 month internship with Hewlett-Packard in Noida, India.
* Internship related to design and development of embedded systems using microcontrollers.

# Education

## Bachelors in Electronics and Communication Engineering 2009-2014

*University of Kashmir, India*

## Certification in Telecom Infrastructure and Quality Maintenance 2015

*SIMTECH, India*

## Certification in Embedded System and Robotics 2012

**Additional Information**

* Languages and Proficiencies
* English (Proficiency in reading, speaking and writing)
* Hindi/Urdu (Proficiency in reading, speaking and writing)
* Arabic (able to read but basic in speaking)
* Enthusiasm in sports, swimming and travel.

**References**

The references will be available on request