**CURRICULUM VITAE**



**ASAD**

**Asad.379445@2freemail.com**

**VALID UAE D/L**

**Career Summary**

**Strategic, versatile, and results-driven qualified engineering professional, have been associated with electrical and telecommunication OSP/ISP infrastructure industry, possess 8 years professional experience started from direct consumer engagement to site, Business Development, Customer Relationship Management, Presentation Skills, Interpersonal Communication Skills, with confident grasp on electrical, infrastructure & Telecommunication OSP/ISP products.**



**WORK EXPERIENCE**

1. **Worked in Cendhurr Telecom LLC as a Senior Engineer from Nov 2016 till Feb 2018.**

**Products**

* 1. **FTTH Optical Fiber cables & micro ODF (Etisalat Standard) Brand : YOFC, China**
1. **Telecom carriageway 1,2,3,4 Frame & covers (Etisalat standards) Brand : NORICO Pty ltd, China.**
2. **Precast Manholes chambers Brand : CTEL, Dubai**
3. **Telecom UPVC Duct with accessories Brand : Bin Brook, Al Ain**
4. **Linear Drainage system Brand : Mufle Italy**
5. **Warning tape as per Etisalat Standard Brand : Integrated Plastics, India.**
6. **PP ropes (Etisalat standards) Brand : Garware-Wall ropes LTD, India.**

**Key Responsibility Area**

* **Focusing on realistic objectives.**
* **Reduce Uncertainty and Risk.**
* **To ensure healthy interpersonal relationships.**
* **Understand what your competitors are doing well and where they aren't doing so well.**

**Job responsibilities:**

* **To maximize sales revenue in all products of company and, to plan and execute effective marketing strategies to maximize customer relationship and achieve desired response.**
* **Follow up on leads and get the orders.**
* **To follow up with the customer for collecting the Payment in the given time frame.**
* **Daily visiting project SITES, procurement department and Store to introduce company profile.**
* **Provide inputs to project/site engineers at various stages of project by recommending appropriate services/products.**
* **To know all our competitor’s products prices and delivery time and keep myself up to date of every product introduced by our competitor in the market.**
* **Get our products approved by contractors/project managers by bidding and providing samples to clients. Also to arrange specific requirements of clients**
* **Knowledge in Infrastructure solutions, FTTH, structure cabling and all fiber optic & telecom OSP products.**

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**Wahat Siwa Technical Works**

1. **Worked in Wahat Siwa Technical Works as a Sales engineer from 12th Sep 2015 till Nov 2016.**

**Job Responsibilities**

* **Bring landscape & swimming pool contracts from property management companies, commercial properties, multi-unit residential properties and large single dwelling properties, to meet or exceed sales goals.**
* **Coordinate sales efforts with those in other divisions to increase market share.**
* **Assist in goal setting and planning.**
* **Prospect for new business, developing relationships with general contractors, builders, commercial developers, property managers and others.**
* **Plans and maintains adequate cold and warm calls/leads to cover the market.**
* **Supports account management in securing renewals and selling additional contracted work as needed.**
* **Prepares and presents proposals in complete and professional manner, according to company standards.**
* **Follows-up on hard bids and offers value engineered solutions to customers. Ensures all estimates are prepared and approved as needed prior to presenting to customer.**
* **Sells projects at approved prices to meet or exceed targeted profit margins.**
* **Responds to all inquiries and requests for bid in a timely manner.**
* **Maintains record and tracking of all proposals in progress and timely follows-up to maximize sales opportunities.**
* **Aggressively pursues all proposals in progress. Maintains a company-owned database of current customers, prospective customers and past customers to support the marketing and sales effort.**
* **Communicate to appropriate parties any problem areas and work to find immediate resolution.**
* **Anticipate customer needs with positive solutions in a timely manner, assists in the sales of change orders and extra contracted work**
* **Other duties as assigned.**

**Elfit Arabia FZC**

1. **Worked in Elfit Arabia FZE (ISO 9001:2008), UAE as a sales engineer from Aug 2010 till Aug 2015**



**Products**

1. **Optical Fiber cables & Telephone cables,**
2. **Testing & measuring equipments like Optical fiber splicing OTDR, VFL, Power meter etc**
3. **Cable laying and pulling equipment’s (Trailer, winch machines, Cable rollers, cable grips etc)**
4. **Copper & Telecom products**

**Job responsibilities:**

* **Responsible for the development and performance of all sales activities in assigned market (UAE).**
* **Direct internal-sales team and provide leadership towards the achievement of maximum profitability and growth in line with company vision and values.**
* **Daily visiting the customers and follow up on leads.**
* **Recovery of dead & outstanding payments.**
* **Establish plans and strategies to expand the customer base**
* **Serve as the primary customer contact for technical and business issues for those accounts and territories assigned.**
* **Responsible about selling Infrastructure solutions, FTTH, & telecom OSP products.**

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**Al-Naseem electronics Dubai (UAE)**

**3. Worked in Al Naseem Electronics, Dubai, UAE as a Office supervisor from June 2009 – July 2010.**

**Pay TV Operations**

**Company involved in Pay-TV installation business more than 10 years, who is currently dealing with ART and OSN.**

**Hands on experience on B2b, well aware of hardware used in satellite business & all PAY TV bouquet and channel line up.**

**Job Responsibilities**

* **Managing a team of 3 technicians and 2 office staff**
* **Scheduling technician’s daily task for installation.**
* **Looking after the Hardware collection and distribution to technicians**
* **Organizing and assisting the technician and office member for all kind of need.**
* **Interacting with Orbit- Showtime Company for new JC, activation and completion.**
* **Managing the back office work, like maintaining all records, roasters for technician, collection of money from customers, reconciliation and submission to OSN.**
* **Solving issues at all level**
* **Reporting to owner of the company directly.**

**Educational Qualification:**

**Bachelor of Science in Electronics Engineering (2008)**

**Sir Syed University of Engineering & Technology Karachi, Pakistan**

**Key Skills:**

* **Exceptional Inter-personal skills**
* **Good listening skills**
* **MS office**
* **MS project**
* **Honest/Trustworthy**
* **Manages time effectively**
* **Leadership Quality**
* **Motivated/Dedicated**
* **Outstanding Team Player**
* **Proactive/Flexible**
* **Ability to work in self-directed environment under minimum supervision**
* **Capable to work under pressure**
* **Self Motivation**
* **Hard & smart worker**

**Personal Details:**



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| **Date of** | **: June 11, 1987** |
| **Birth Gender** | **: Male** |
| **Nationality** | **: Pakistan** |
| **Marital Status** | **: Married** |
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