** Fasi**

Fasi.382615@2freemail.com

**Enthusiastic and Result oriented IT professional with 5+ Years of Experience in Sales, Negotiations, Vendor Management and Need Base Analysis.**

Job Profile: Sales Engineer

Company: Mejdaf Trading Group, KSA.

Duration: July 2012 – December 2016

* Responsible for generating direct sales and cross selling of company products.
* Authorized for negotiating quotations with clients, Vendor’s such that maximum profit is attained.
* Performing need base analysis with existing and prospective clients to explore wide range of business opportunities.
* Accountable for completing all legal and internal documentation.
* Acted as a single point of contact between clients, vendor’s and organization.
* Responsible servicing of products after sales transaction is completed and also handling any escalation.
* Liable for any misconduct, improper sale and behavior issue with clients and vendor’s.
* Completely responsible for Vendor management and escalations with Vendors.
* In charge of generating Bi-Weekly, Monthly, Quarterly and Annual reports of Sales, Complaints and performance.
* Planning and execution of Demo’s, Presentation’s during product promotions.
* Acted as dependable team player during my tenure.

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| --- | --- | --- |
| **5+ Years** | **Sales and** |  |
| **Pricing** |  |
| **Experience** |  |
|  |  |
| **Single Point** | **Vendor** |  |
| **Of Contact** |  |
| **Management** |  |
|  |  |
| **Operations &** | **Subject Matter** |  |
| **Servicing** | **Expert** |  |



Job Profile: Sales coordinator

Company: Exemplair Softtech, India

Duration: June 2011- May 2012

* Managing all the sales related activity of the company.
* Handling a high volume of customer enquiries whilst providing a high quality of service to each caller.
* Tracking sales orders to ensure that they are scheduled and sent out on time.
* Supporting the field sales team.
* completing paperwork and filing documents.
* Organizing sales promotional campaigns.
* Contacting potential customers to arrange appointments.
* Resolving any sales related issues with customers.
* Making follow-up calls to confirm sakes orders and delivery dates.

Additional Responsibilities:

* Responsible for providing sale support during virtual and on site client meeting’s.
* Accountable for maintaining sustainable business relationships with clients, vendors and colleagues.
* Offering after sales support service.
* Educating customers on operations, maintenance and services of products to better of their use and abilities.
* Identifying prospective customers and their needs.
* Responsible for scheduling an organized day to day activity including travel plan for maximum efficiency.

Products Specialization:

* Synology (Advance Storages Devices) (Made in Taiwan).
* Vivotek Cameras, Vivotek Video Recorders (Made in Taiwan).
* ACTi Security Appliances, ACTi Network Videos Recorders (Made in Taiwan).
* B3 Cables (Made in U.K).
* 3M (Network and Telephone Cables) (Made in Taiwan).
* Estab Cabinets (Made in Turkey).
* Brain Networks Cabinets (Made in Saudi Arabia).
* Areas of Expertise Sales Engineer and I.T and Electronic Products

Clients and Projects:

* King Saud University Riyadh (Saudi Arabia). Hardware 1300X ACTi Cameras
* SOUQ.COM (Warehouses in Saudi Arabia).
* (Synology Stores Devices, 2015) King Abdul Aziz University Riyadh (Saudi Arabia).
* Hardware ACTi Video Encoder Decoder
* CenterPoint Shopping Mall (Saudi Arabia). (Supplied ACTi KCM-3911 Hemisphere Cameras from 2012 to continuous...)
* Holiday Inn Group of Hotels (Saudi Arabia). (Supplied in 2 Branches ACTi KCM-3911X200 Cameras)
* ITCC PROJECT - CCE (Construction Company Riyadh Saudi Arabia) (Fluke Thermometers in year 2015)

Education & Credentials:

* **B.Tech in IT** from Arkay College of Engineering & Technology,Jawaharlal Nehru Technical University, Hyderabad in 2011.

Certifications:

Certified Training for:

* MCSC , CCNA
* Diploma in computer application

Personal Details:

**Date of Birth:** 28’08’90

**Languages Known:** English, Urdu, Telugu and Arabic.

**Nationality:** Indian

**Driving License Details:** GCC License (Issued at KSA, Valid up to 2023)