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| CORE COMPETENCIES* 8 years’ Experience in Sales & Marketing and Customer Support.
* Ability to face business challenges and with relative ease and achieve given Business Targets.
* Ability to communicate and persuade clients on telephone/meetings from different cultural and financial backgrounds while adhering to professional ethics.
* Ability to develop and maintain interpersonal relationship with coworkers and prospective clients.

EDUCATIONDAWOOD UNIVERSITY KARACHI, PAKISTAN2006 - 2010Bachelors in Electronics Engineering.PERSONAL DETAILSDate of Birth: Jan 12, 1987Marital Status: SingleVisa Status: Visit Willing to Relocate: Yes INTERESTSReading, Travelling, Music, Socializing. |  | OWN BUSINESS DEVELOPMENTEmail: own.390329@2freemail.comWORK EXPERIENCEProject Manager* Creating business development opportunities for the company with medium to high profile clients
* Responsible for building teams for effective execution of project
* Responsible for handling business to business tied ups, negotiations and agreements.
* Conducting and documenting weekly meetings.

GRID TECHNOLOGY SOLUTIONS (CHANNEL PARTNER-DU), DUBAI SALES EXECUTIVEDec 2017–Oct 2018* To market and sell products by establishing and developing relationship with prospective B2B clients.
* To make and implement marketing strategies to meet company targets
* To make the contracts with the Real Estates, Building Managements and Developers to generate Sales.

HARD CASTLE WAUD, KARACHI, PAKISTAN BUSINESS DEVELOPMENT OFFICERJan 2015–Dec 2017* To coordinate with the marketing team & conducting market research for new products and to analyze response towards our existing products.
* To represents the company in front of SMBs in the market.
* To supervise unloading of truck and checking shipments.
* To establish & maintain business relationships with clients.

ZAFAR ENTERPRISES, KARACHI, PAKISTAN SITE ENGINEERJune 2012–Oct 2014* World Bank’s Energy Loss Reduction Project of replacement of Bare LT Conductor with Aerial Bundled Cable across whole city
* To handle various on-site challenges by properly communicating with the management and providing appropriate solutions
* To Ensure that the Project activities are forwarding under pre-documented scope of work assigned by stakeholders
* On time Invoice Verification, rectification (removing discrepancies notified) and getting financial approvals.

GMG ENGINEERS, HYDERABAD, PAKISTAN SUPERVISORNov 2010–May 2012* Analyzing complete scope of work processes and make post survey changes as per the specifications.
* Developing comprehensive database of around 48 Feeders of Power Distribution, Split the target completion time in to per day Job orders per site.
* Closely monitoring the basic safety rules & procedures during the installation on site.
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