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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 UNIVERSITYKARACHI, PAKISTAN 2006 - 2010  Bachelors in Electronics Engineering.  PERSONAL DETAILS Date of Birth: Jan 12, 1987  Marital Status: Single  Visa Status: Visit  Willing to Relocate: Yes  INTERESTS Reading, Travelling,  Music, Socializing. |  | OWN  BUSINESS DEVELOPMENT  Email: [own.390329@2freemail.com](mailto:own.390329@2freemail.com)  WORK EXPERIENCE Project 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), DUBAISALES EXECUTIVE Dec 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, PAKISTANBUSINESS DEVELOPMENT OFFICER Jan 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, PAKISTANSITE ENGINEER June 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, PAKISTANSUPERVISOR Nov 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. |