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#### **Objective:**

#### Sales and service engineer, with more than 3 years strong sales and service support experience, Supervised and actively ran the technology evaluation stage of sales processes; worked closely with R&D engineers, sales teams and customers.

#### **Career Summary:**

#### Being a sales and service engineer I have possessed more than 3 years of experience in Bio chem Traders:

* Researched and communicated with prospective costumers – Gave product presentations to customers and company staff regularly
* Learned client and system needs by working closely with the company sales team and engineers, collaborating promotions and customer support.
* Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.
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* Superior presentation and interpersonal skills.
* Agile in cutting edge of technology, engineering and sales.
* Efficient sales trainer and communicator – Persuasive and negotiating skills.
* Customer Service orientation – Active listener.

**Skills:**

* Strategic planning
* Commercial and Result oriented
* Inquisitive
* Analytical

#### Problem solving and motivation.

#### Presentation and training.

#### **Judgment and Decision Making**

#### Active Listening

#### Critical thinking

#### Leadership

#### **Social Perceptiveness**

**Professional Experience: (3-4years)**

**Duration: Feb 2011 – Feb 2014**

**Position: Sales Engineer**

**Company: Bio Chem Traders**

Bio Chem is the large number of chemical provider to laboratories, industries and research institutes. The products are like laboratory chemicals, culture media, water treatment chemicals, glassware, plasticware, laboratory equipment, water treatment Plant (Reverse osmosis domestic and commercial plant), anti scaling chemical and services to industries and general order supplier.

**Duration: Sep 2010 – Jan 2011**

**Position: Process Engineer**

**Company: Macca Sugar Mills (Pvt) Ltd Raiwind Dist. Lahore, Punjab, Pakistan.**

Chinese plant with rated capacity 1500 TDP crushing of sugar cane, with multiple effect evaporators, under vacuum evaporator, crystallizer, centrifugal machine, ultracentrifuge machine, dryer & Automatic Packing machine. Fired tube boiler, 3-Megawatt turbine, and force draft cooler.

**Responsibilities/Contribution:**

* Sell a variety of chemicals to be used in different industries and in applied analytical, pharmaceutical, life science and bio analytical research.
* Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis.
* Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandizing techniques.
* Service existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
* Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
* Resolve customer complaints by investigating problems; developing solutions; preparing reports, and making recommendations to management.
* Develop and grow the commercial relationships of assigned leading industrial customers while prospecting for new accounts to increase market penetration.
* Manage sales pipeline to drive new business opportunities to commercial success.
* Forecast sales to enable operations planning, introduce product innovations and maintain active memberships
* Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
* Keep informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments.
* Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
* Plan and modify product configurations to meet customer needs.
* Prepare and deliver technical presentations that explain products or services to customers and prospective customers.
* Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment.
* Visit prospective buyers at commercial, industrial, or other establishments to show samples or catalogs, and to inform them about product pricing, availability, and advantages.

#### **Internships:**

**Chaudhary sugar Mill, Gojra, Pakistan**.

**Designation**: Internee Engineer

A good understanding of manufacturing process of sugar plant.

During my training I learn how to coordinate activities of workers engaged in producing sugar from sugar cane by using Advance cost and energy saving process. Observes meters, charts, and gauges and reviews operating records to verify specified process conditions and to diagnose malfunctions in automatic operation.

**Nowshera sheet Glass, Nowshera, Pakistan**

**Designation**: Internee Engineer

**Duration** : one month

During my training I learn how to coordinate activities of workers engaged in producing glass from raw material like quartz, soda ash, limestone and cullet. I also learn the process of tempered glass making.

**Attock Oil refinery, Rawalpindi, Pakistan**

Production of 20000 BPD of high octane gasoline (reformate) by plat forming process, final year project completed to visit the attock oil refinery.

**Education**:

**Bachelors in Chemical Engineering** from: Baluchistan University of Information Technology, Engineering and Management sciences Quetta, Pakistan (Accreditation with Pakistan Engineering Council). Passing year 2010 with - 1st Division (CGPA 2.90/4.0)

**Professional Membership**:

American society of chemical Engineer’s (AIChE)

Pakistan engineering council (pec)

**Extra Qualification:**

* Advance AutoCAD from (Buitems).
* Health and safety training (E-Learning).
* Office automation from (buitems).

**Personal Information:**

Gender : Male

D.O.B : 01-04-1988

Nationality : Pakistani

Marital Status : Single

**References**

Available on demand