
Experienced Sales and QA/Testing Professional

06 Years of experience: 04 years as electrical sales of power transmission, distribution and substation materials in Kingdom of Saudi Arabia and 02-year in production of distribution type transformer manufacturing and testing in Pakistan

AREA OF EXPERTIES

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|----------------|---------------------------------|--------------------------|
| • Sales | • Prepare Quotations/RFQs/Bids | • Presentational Skills |
| • Marketing | • Sales Order/Purchase Orders | • ISO Audit for Sales |
| • Outsourcing | • Budgeting & Forecasting | • Transformer Testing |
| • Client Visit | • Bidding Documents Preparation | • Test Equipment |
| • Reports | • Standards SEC SDMS/TMSS | • Transformer Production |

EXPERIENCE

Electrical Sales Engineer | Adwan Marketing. Co. | Riyadh Kingdom of Saudi Arabia - From April 2016 To Date

- To manage the complete cycle of sales for Electrical Materials especially relevant to Electrical Transmission and distribution. To generate inquiries, getting drawings approval, preparing quotations, finalizing the purchase order followed by the payment terms with customer and successful delivery.
- Prepare the annual business plan, customer visit plan and reports including customer visit and quotation reports.
- Work on the SEC (Saudi Electricity Company) online bidding portal. To check the bids and submit before bid closing date.
- To prepare and present the company profile to the new market (customers/contractors/utilities)
- Complete the necessary documentation to get the vendor approval for the company.
- Extensive customer visit
- Struggle to achieve the sales target
- Well aware about SEC standards i.e. TMSS and SDMS

Testing/QA Engineer | TransfoPower Industries | Lahore, Pakistan | 02 Years

- Complete testing and the finalization of the product (Transformer) including the TTR (transformer Turn Ratio Test), Copper and Iron Loss Test, Temperature Rise Test and Transformer insulating oil Test as per the IEC standards
- Ensuring the quality of the material related to the product
- Handling testing/QA Team
- Handling Test Equipment (Megger TTR Tester, Oil Breakdown etc.)
- Coordination with production Team for planning the test scheme • Prepare the test reports

ACADEMIC CREDENTIALS

2012	B.Sc. Electrical Engineering	UET Lahore, Pakistan
2007	Intermediate (Pre Engineering)	SS Higher Secondary School Khanewal, Pakistan.
2005	Secondary Schooling (Science)	Govt. Model High School Khanewal, Pakistan.

PERSONAL DETAILS

- Date of Birth : March 10, 1988
 - Marital Status : Married
 - Nationality : Pakistani
 - Saudi Driving License: Valid
 - Languages : English, Urdu, Punjabi & Arabic(Beginner)
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