

SYED MOHAMMED THAAQIB

Sales Engineer



PERSONAL PROFILE: A creative and innovative professional of mechanical engineering who loves to learn new things. A dynamic, young, team spirited and performance driven sales engineer with ability to effectively communicate and motivate team members. Creative problem-solving and troubleshooting skills. Passionate about learning new technologies.

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WORK EXPERIENCE

A.R. ZAMIL TRADING - Dammam, Saudi Arabia / Jun2019 - Present

Ar zamil is engaged in trading & manufacturing business which mainly deals with building materials, industrial consumables, PPE, hand, power and pneumatic tools.

TEAM LEAD – PROJECT SALES DEPT. – Jan2021-Present

- Assess the requirements of customers in terms of meeting deadlines & satisfactory provision of service
- Participating in international conferences to represent the company and to observe the latest trends
- Team management by ensuring the regular quotes & Tasks are completed on time by team members
- Assessing the customer for credit limit by market review and feedback
- Developing new products and technical solutions for the customers
- Developing SOP for the team, Sales data analysis by KPI Presentation
- Providing pre sales and after sales support to the customers
- Developing local and international suppliers based on the requirements by the clients
- Developing various strategies related to sales, payment and product delivery
- Developed a very good business relation with major contractors and EPC companies like Expertise, COSMA – Isam Kabbani, Unitech – Isam Kabbani, AYTb, ACGC, GCS Etc.

SALES ENGINEER – PROJECT SALES DEPT. – Jan2020-Dec2020

- Evaluation of customer requests, negotiation of payment & delivery terms
- Responsible for preparing quotations with supporting documents for the requested items
- Updating market intelligence with regular visits to the client business units & work sites
- Coordinating with customers & consultants for product approval at work sites
- Responsible for preparing technical presentations & product demo for the client
- Account management by monitoring the credit terms and credit control
- Management of material returns and materials for regular maintenance.
- Achieved a highest outperformer award in the month of Dec2020
- Exposure to wide brands such as Stanley, B&D, Dewalt, WEICON, Jetlub, Greenlee, Proto, Chicago Pneumatic, Enerpac, Metabo, Superego, Abro, Makita, Bosch, Zamil, Hardman, 3M, Honeywell Etc.

SALES TRAINEE – PROJECT SALES DEPT. – Jun2019-Dec2020

- Invoice management and payment follow-ups with the customers to ensure a smooth business
- Marketing the latest products by regularly visiting client work sites and business units
- Learning about the latest trends in the company and local market across the eastern province
- Sales management by continuous follow-up with logistic dept. in ensuring process flow optimization and timely delivery of goods

EDUCATIONAL BACKGROUND

A.M.S College of Engineering - 2015-2019

Anna University affiliated, Chennai, India

- Achieved a score of 8.4 GPA in the 4th semester and have a total CGPA of 8.
- Participated in many international conferences and have been a representative for the college.
- Presented a paper on “**heat transfer enhancement in heat exchanger**” in the international conference IIASE.
- Have attended many conferences organised by UNESCO and other organizations.

International Indian School Dammam, Saudi Arabia - 2008-2015

(Affiliated To CBSE – New Delhi)

- Secured and achieved 86% in 12th grade securing highest marks in English (95/100) and computers (95/100).
- Achieved 9 GPA (90%) in 10th board examinations.
- Volunteered for several events in and around the school.
- Have been the head of many sports teams as well as organised many events in the school.
- Attained appreciation by school staff for excellent management and negotiating skills.

St. Ann’s Matric Higher Secondary School Chennai, India - 2001-2008

- Completed pre-school and mid school till 6th grade.
- Percentage of final result 90%.
- Have participated in many sports and cultural events.

ADDITIONAL SKILLS:

LANGUAGES: **English, Hindi, Urdu, Tamil, Arabic**, have enrolled for **German** (A1 level).

PERSONAL SKILLS: Team Management, Sales Management, Data Analysis, KPI Reporting, Multitasking, Conflict resolving, Account Management, SOP development, Negotiating, Estimating, Performance Monitoring Etc.

SOFTWARE: Ms Office, Excel, Word, PowerPoint, Outlook, SAP & ERP Systems.

DRIVING: A clean **Indian** and **Saudi Arabian** driving licence.

MARITAL STATUS: Single