

SHEHZADA SALEEM



CONTACT

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Profile

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. I use my ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications. I had a long track record of promoting the sales also in helping in the design of custom-made products. Possessing superb communication skills means that capable of simplifying and communicating complex concepts to a non-technical audience. Right now looking for a suitable position with a company that is well established and outperforming the market

Skills

Sound knowledge of technical products.
Good selling skills.
Maintain good customer relationship.
Analytical skills.
Superior presentation and interpersonal skills
Agile in cutting edge of technology, engineering and sales.
Ability to work under pressure and meet the deadlines.
A good team player, Independent, Passionate and Business Savvy.

SHEHZADA SALEEM

ENGINEER WITH OVER A DECADE PROFESSIONAL EXPERIENCE IN AREAS OF SALES OF SWITCHGEAR, ELECTRICAL DISTRIBUTION, BRAND DEVELOPMENT AND PROJECT SUPERVISION.

EDUCATION

Bachelor of Engineering in ELECTRONICS from N.E.D University of Engineering and Technology, Karachi PAKISTAN in **2001**.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER • INDUSTRIAL KINETICS ENGINEERING SERVICES

• **2019 – August 2023.**

IKES is ISO certified company which is engaged in Maintenance, Annual Outages (Power Plants, Chemical Plants, Petro Chemical, Pharmaceutical, Food & Beverage etc) erection, General order and Skilled Manpower supply.

Job description

Responsible for Contacting potential clients to establish rapport and arrange meetings.

Planning and overseeing new marketing initiatives.

Developing quotes and proposals for clients.

Developing goals for the development team and business growth and ensuring they are met.

SALES ENGINEER • WORLD BRIDGE GENERAL TRADING DUBAI UAE

• **2016 – 2018.**

World Bridge is the exclusive agent / distributor of different famous European brands such as **Finder Italy, Frer Italy, Loytec Austria** and **STEGO Germany**. WBG products and services can include: -Energy saving equipment -Industrial electrical equipment (Relays, Timers, Modules, Sockets and etc.) -Building automation -Construction machineries and etc

Job description

Responsible for the selling of technical items of the company.

Coordinating with existing corporate clients, dealers, and vendors for sales, queries, and any requirements

To give the presentation in front of prospect client and solving their all the queries related to product and the company.

Converting prospect into customers.

Responsible for increasing the market cover of the company and awareness about the product.

Doing market research for the new product and for the requirement of the clients..

Taking feedback for our new product and existing product from the clients.

Travelling as per the requirement of sales.

Doing analysis about the competitor's product, their cost and market share.

Discussing the competitor's status with the senior management.

SALES ENGINEER • STRATUS/ SILVESTER GENERAL TRADING LLC DUBAI UAE

• **2014 – 2016.**

Silvester General Trading is supplier of Electronic components, Switch gear products, Lighting products, Low Voltage power Cables, Electrical Wiring Devices and fitting products from USA, Germany, UK and other European countries, India, Taiwan & China supplier and manufacturers.. Exclusive distributor of CROMPTON INSTRUMENTS UK for UAE, OMAN & QATAR.

SALES ENGINEER • NAKA INSTRUMENTS FZE SHARJAH UAE

• **2011 – 2014.**

NAKA is sole distributor of CROMPTON INSTRUMENTS UK (TYCO) for MIDDLE EAST region.

NAKA is distributor, exporter and leading traders of panel meters and switchboard

instruments.

SITE ENGINEER • S.S.ASSOCIATES KARACHI PAKISTAN

•2006-DEC 2010

Working as site engineer for S.S.ASSOCIATES. S.S.ASSOCIATES involved in constructing the residential and engineering purpose buildings for MILITARY ENGINEERING SERVICES (ARMY).

Job responsibilities include

Completion of projects within due time maintaining quality of work.

Execution and monitoring of project from layout to handing over of project.

Calculation and procurement of Steel, Cement, minerals and other materials as per project requirement.

Preparing and placing the bills to clients.

Preparing the claims for difference between BOQ and original site quantities.

SITE ENGINEER • INDUSTRIAL KINETICS ENGINEERING SERVICES

•2004-2005

Supervised being an In charge with almost 100-125 technician/workers in peak time for the outages of 4x323 MW IHI boilers in HUBCO Power Plant under Client "International Power".

During outages time, repaired boiler bottom hoppers, economizer casing bellows, boiler front header, replacement of re-heater tubes, and replacement of Eco-casing outlet ducts fabrics.Replacement of Air sealing System and Over-hauling of Forced Draft Fans.

Work as a **MANAGEMENT REPRESENTATIVE** for implementing **ISO** procedures to attain **ISO-9001-2000, 14001, certification and OHSAS 18001 certification.**

Worked as SITE ENGINEER at HUBCO POWER STATION from contractor side, in a project CHEMICAL CLEAN OF FURNACE OIL FIRED 1030 T/H.WATER TUBE BOILER under recommendation from DBI INDUSTRIAL SERVICES LTD UK.

PROFESSIONAL COURSES

SAFETY DOCUMENT ACCEPTOR TRAINING COURSE from INTERNATIONAL POWER, HUB POWER STATION, BALOUCHISTAN.

PASSPORT TO SAFET from INTERNATIONAL POWER, HUB POWER STATION, BALOUCHISTAN.

PRODUCTION PLANNING, SCHEDULING AND CONTROL FROM PAKISTAN INSTITUTE OF MANAGEMENT.

Four week programme of **SPECIALISED PROFESSIONAL COURSE ON CONTROL TECHNOLOGY** from PAK-SWISS PRECISION MECHANICS AND INSTRUMENTATION CENTER.

Course on **PLC** from APPLIED COMPUTER TECHNOLOGY with ladder,Functional block diagram and statement list code.

ADDITIONAL SKILLS

Top-ranked sales executive	Lead generation
Excellent closing techniques	Consultative sales techniques
Strong prospector	Account management
Contract negotiation	Motivational and engaging style
Adept multi-tasker	Analytical problem solver

PERSONAL INFORMATION

Date Of Birth:	07 Dec 1977
Marital Status:	Married
Nationality:	Pakistani
Passport Validity:	07 Jan 2027
Visa Status:	Visit Visa
Driving License:	Valid UAE Driving License