

SYED ASAD ALI SAEED

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Permanent Address: R-414 sector#9 North Karachi, Karachi

OBJECTIVE

Seeking a position in a growth oriented company where I can apply my engineering knowledge and past experiences for continuous improvement.

EDUCATION

- **Iqra University, Karachi, Pakistan.**
Master of Business Administration (In Progress)
- **NED University of Engineering and Technology, Karachi, Pakistan.**
Bachelor of Engineering in Industrial Manufacturing Engineering, December 2015.
- **Adamjee Government Science College, Karachi, Pakistan.**
Intermediate in Pre-Engineering, June 2011
- **Public Secondary School, Karachi, Pakistan**
Matriculation, 2009

WORK EXPERIENCE

1- MAKKAYS PAKISTAN

(March, 2018 to Jan, 2019)

Technical Sale Engineer

JOB RESPONSIBILITIES:

- Initiates sales process by prospecting, scheduling appointments, making initial presentation, understanding business needs, developing proposals, closing sales.
- Respond efficiently to enquiries with appropriate information about Makkays products and services
- Contact potential clients to quantify their requirements and budgets and demonstrate how Makkays products can meet or exceed these needs.
- Maintain accurate up-to-date sales pipeline and forecasts.
- Expand sales with existing customer by introducing additional solutions and services.
- Demonstrating products, services and solutions to potential clients.
- Identifying client requirements.
- Maintaining professional working contact with key suppliers and third parties.
- Maintaining existing, long-term relationships with customers.
- Travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.

2- Haseen Habib Trading (Pvt) Ltd.

(Oct 2016 till August 2017)

Sales Engineer & HSE Trainer

JOB RESPONSIBILITIES:

- Visit client's locations and perform survey of plants and understand safety issues.
- Provide suggestions to clients on following certain procedures and changing layout of equipment on Production floor.
- Recommend latest and reliable safety gears for workers for use on production floor.
- Demonstrating how a product meets a client's needs.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical Proposal for them.
- Demonstrating products, services and solutions to potential clients.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.

INTERNSHIP: Gatron Industries Pvt. Ltd.

(June 2014 to July 2014)

TRAINING PROGRAM

- Alternate Energy Techniques from NED University of Engineering & Technology
- Health, Safety and Environment (HSE) Management System from NED University of Engineering & Technology
- Six Sigma Green Belt.
- Fire Fighting & Fire Protection System Designing.
- Fire Pump classifications and working.

KEY STRENGTHS

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|-----------------------------|---------------------------|
| • Proactive | • Analytical Skills |
| • Communication Skills | • Aptitude for technology |
| • Leadership potential | • Quality orientation |
| • Team player | • Innovation |
| • Relationship management | • Tech savvy |
| • Motivation and enthusiasm | • Problem-solving skills |

COMPUTING SKILLS

MS office, MS Project, Pro-E-Wildfire 4.0, Ansys10.0, AutoCAD 2010