Syed Asad Ali Saeed

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

# WORK EXPERIENCE

# 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.

# 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)

# 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

* 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.

**TRAINING**

**PROGRAM**

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

**KEY  
STRENGTHS**

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

**SKILLS**