

# Hafiz Asrar Ahmed

## (Textile Engineer)

**Sr. Sales Engineer (Team Leader)**

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Sharjah – UAE.



### Career Objective

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Seeking an innovative and challenging career in a professionally managed and dynamic organization with opportunities for development, to be able to contribute self-excellence and business development.

### Key Skills

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- Strong commitments
- Strong Desire For Sales
- Takes Responsibilities
- Goal Oriented
- Consultative Selling Skills
- Closing Skills
- Posturing Skills
- Relationship Building Skill

### Professional Synopsis

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Highly motivated professional with 10 years of experience that includes 9 years of extensive excellence in U.A.E as a Sales Engineer with a strong tender background.

**Sr. Sales Engineer (Team Leader)**  
**AKKA METALLIC INDUSTRIES L.L.C.**  
Sharjah. U.A.E

**2015 - Till date**

### Key Responsibilities:

- Visiting under civil construction sites for introducing company, creating inquiries, executing and managing
- Reviewing architectural drawing and estimating the material cost
- Resolving ambiguity factors by arranging meeting with main-contractors / consultants / clients.
- Give proposal if architectural drawing is wrong related to my scope of work.
- Managing and making schedule of men power for execution of jobs in hand.
- Making report of ongoing, confirmed and expected projects.
- Following up with existing client as well as building up strong and long term relations.
- Closing the deals with good margin by convincing on Unique Selling Point (USP) of product
- Arranging technical submittals, shop drawing etc. for further approval.
- Handling issues very smoothly before and after execution of work.

- Reviewing agreement thoroughly and do amendment if it is required.

### **Major Projects**

<b><u>S.No</u></b>	<b><u>Project Name</u></b>	<b><u>Main Consultant</u></b>	<b><u>Main Contractor</u></b>
1	THE PULSE – MIXED USE PROJECT @ RESIDENTIAL CITY DUBAI SOUTH.	WS ATKINS	AL QABDAH
2	CRISTAL MARINA TOWER (4B+G+27+R FLOORS) IN DUBAI MARINA - LIV RESIDENCE.	NAGAA	AL QABDAH
3	THE GATE TOWER (B+G+M+52 FLOORS) AT AL KHAN, SHARJAH.	KHATIB & ALAMI	AL QABDAH
4	GLITZ 1,2 & 3 (B+G+8 FLOORS) AT DUBAI STUDIO CITY, DUBAI.	EDMAC	NARESCO
5	BINGHATTI CRYSTAL (G+10 FLOORS) AT SILICON OASIS, DUBAI.	SAFEER ENGG.	G.E.C
6	ZAHRA BREEZE (G+7+R FLOORS) AT TOWN SQUARE, DUBAI.	STUDIO INTL. ENGG.	UNEC
7	RESIDENTIAL APPARTMENT (G+10 FLOORS) AT AL QUSAIS, DUBAI.	ENGR. ADNAN SAFFARINI	JULFAR
8	PLAZA RESIDENCE (3B+LG+UP+10/16 FLOORS) AT JVC, DUBAI.	NEB ARCH.	CRC
9	DUBAILAND (2B+G+9 FLOORS) AT VILLA, DUBAI.	GOLDEN SQUARE	MBCC
10	HOTEL (B+G+13+R) AT AL JADDAF, DUBAI.	MAZAYA ENGG. CONSULTANT	AL QABDAH
11	GOVT. BLDG. (G+3) AT KHORFAKHAN, SHARJAH.	QHC ARCH. & ENGR.	UNEC
12	RESIDENTIAL BLDG, (B+G+5F) AT JVC, DUBAI.	NEXT ENGG. CONSULTANT	CHIRAGH
13	EREC (B+G+4F) AT AL MUHAISNAH, DUBAI.	SCHUSTER PECHTOLD ARCH.	AIROLINK

**Sales Executive**  
**Al Borj Machinery L.L.C**  
 Sharjah, U.A.E

**April 2012 - March 2015**

### **Key Responsibility**

- Handled Sales and Marketing of machineries and accessories.
- Built up good relationship with customers by conducting meetings and seminars
- Made quotations, purchase orders and invoices by CANIAS (ERP software)
- Visited to clients and create inquiries related to scope of work
- Made weekly sales report by ERP software known as CANIAS / Excel
- Attended walk-in customer and supplied as per their demand.

### **Professional Qualifications**

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- **Master Of Business Administration (MBA)**  
6 courses have been completed  
Virtual University, Karachi Pakistan.
- **Bachelor of Textile Engineering, 2010**  
Hamdard University, Karachi, Pakistan

### **Additional Skills & Certificates**

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- MS Office, Advance Excel
- Sales Certificate from Moore Success M.E, FZE (Dubai)
- AutoCAD
- Merchandising certificates from PHMA Institute (Pakistan)
- ERP software

### **Personal Details**

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Date of Birth	:	30-10-1984
Marital Status	:	Married
Language	:	English, Urdu, Basic Arabic
Nationality	:	Pakistan
Driving License	:	Valid UAE Driving License till November 2025.
Passport Details	:	PG1158772