

Hafiz Asrar Ahmed

(Textile Engineer)

Sr. Sales Engineer (Team Leader)

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Sharjah – UAE.



Career Objective

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

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

Professional Synopsis

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

<u>S.No</u>	<u>Project Name</u>	<u>Main Consultant</u>	<u>Main Contractor</u>
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. CONULTANT	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

- **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

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

Personal Details

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