

Muhammad Akif

Sales Specialist

Process Automation Sales Enthusiast

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+92-323-2650577

Karachi, Pakistan

03 October, 1988

WORK EXPERIENCE

Assistant Manager Sales

Accrescent Engineers Pvt. Limited (System Integrator of Schneider Electric)

06/2018 - Present

Karachi, Pakistan

Tasks & Responsibilities

- Driving Sales of Instrumentation & Automation Portfolio includes PLC, HMI, SCADA, and DCS as well as instrumentation for measurement & detection of Flow, Level, BTUs, Pressure & Temperature parameters
- Developing new customers, handling key account customers, and upgradation of the obsolete installed base
- Techno-Commercial proposal preparation including Sizing, Design & Selection as well as Cost & Estimation
- Dealing with Principals including Badger Meter, E+H, ONICON, Schneider Electric, Siemens, Emerson etc.

Sales & Application Engineer

Solutions Engineering Pvt. Limited

12/2015 - 05/2018

Karachi, Pakistan

Tasks & Responsibilities

- Managing Automation & Instrument Sales business in the Karachi region. Looking after key accounts and other major customers in Power, Oil & Gas, Cement, Chemical & Fertilizer sectors.
- Visiting end clients and meeting with senior officials of different departments for general & technical discussions, commercial negotiation, and upcoming OPEX & CAPEX project forecasts.
- Site survey and preparation of BOQ, technical specifications, datasheets & sizing sheets for required process field instruments and/or system.

Sales Engineer - Process Instrumentation

Speedy Automation (Representative of Endress+Hauser)

08/2012 - 11/2015

Karachi, Pakistan

Tasks & Responsibilities

- As a Sales Engineer, my responsibilities are sales of field & analytical instruments for measurement of pressure, temperature, level, flow, pH, conductivity, dissolved oxygen, turbidity, etc.
- In-depth technical knowledge of all Endress+Hauser products, select & size best suitable instrument or solution for a process.
- Visiting existing & new customer, exploring sales opportunities for E+H products & solution
- Generating sales lead & transforming of leads into purchase order.

SKILLS

Sales

Business Development

Client Facing

Negotiation

Convincing

MS Office

PLC & HMI

SCADA & DCS

Instrumentation & Measurement

Industrial Automation

Costing & Estimation

Techno-Commercial Proposal Preparation

Tendering

EDUCATION

Bachelor of Engineering - B.E.

Hamdard University

03/2007 - 03/2011

Karachi, Pakistan

Courses

- Electronics Engineering
- Electives: Industrial Automation & Instrumentation

Pre-Engineering (F.Sc)

Board of Intermediate Education

10/2004 - 10/2006

Karachi, Pakistan

Courses

- Mathematics, Physics, Chemistry

Matriculation (F.A)

Board of Secondary Education

05/2002 - 05/2004

Karachi, Pakistan

Courses

- Computer Science, Physics, Mathematics, Chemistry

LANGUAGES

English

Professional Working Proficiency

Urdu

Native or Bilingual Proficiency

INTERESTS

Movies

Travelling

Food