



# MUJTABA MALIK

## ELECTRICAL ENGINEER

### PROFILE INFO

Confident Electrical Technical Sales Engineer & Radio Programmer with Excellent Cross Functional ability in sales, marketing, operation, Application and Development. More than 05 Years Proven Track Record of Meeting or Exceeding Sales Growth Goals While Applying Value Added Solutions to Cement Business Relationships for Guaranteed Future Growth.



**Phone**  
+974 33166 343



**Email**  
mujtababackups@gmail.com

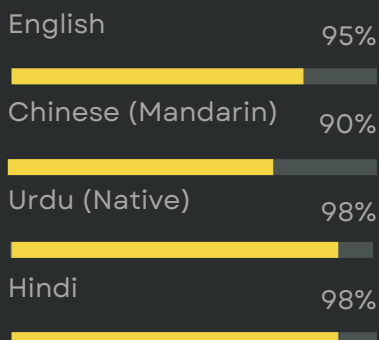


**Address**  
Doha, Qatar

### PROFFESIONAL SKILLS

- SAP Business System
- AutoCAD
- Customer Service
- Simoco Radio Programming Software
- SEO / Google Analytics
- Vysor Software
- Branding Design
- Budget Forecasting
- Hytera Radio Programming Software

### LANGUAGE SKILLS



### WORK EXPERIENCE

NOV 2022  
PRESENT



**TECHNICAL SALES ENGINEER /  
KEY ACCOUNT MANAGER**  
INTERTEC GROUP W.L.L.

- Work Closely with 20+ Sales Executives & Sales Department To Close Strategic Deals in Complex Sales Cycle as a Technical Representative.
- Preparing Tenders , BOQ's & RFQ's for mega projects.
- Generate **2.5 M+** Yearly in Personal Revenue By Accelerating Large Deals
- Delivering Technical Product Demonstration for **DMR , Tetra, Radios , Push to Talk Devices & Interactive Smartboards** for Display Solutions That Directly Emphasize Customer Needs
- Radio Programming for DMR & Tetra Radios Specifically for UHF Radios 380-512MHz frequency and VHF Radios 30-300Mhz Frequency for various brands such as Sepura , Motorola & Hytera
- Firmware upgrades for Telox Push to Talk Radio Devices

## CERTIFICATIONS

- **CERTIFIED RADIO TECHNICIAN**  
HYTERA - GUANGZHOU , CHINA
- **CERTIFIED TECHNICAL TRAINER**  
VIEWSONIC - CALIFORNIA , USA
- **CHINESE LANGUAGE PROFICIENCY LEVEL 3 (HSK 3)**  
CONFUCIUS INSTITUTE HQ -  
BEIJING , CHINA

## ACHIEVEMENTS

- **QAPCO PROJECT :**

WORKING AS A RADIO PROGRAMMING FOR QATAR'S LEADING OIL & GAS SECTOR COMPANY ON A 5 YEARS CONTRACT.

- **HAMAD INTERNATIONAL AIRPORT PROJECT :**

PROGRAMMING ON GROUND DEPARTMENTS RADIOS & PROVIDING YEARLY MAINTENANCE FOR RADIO DEVICES.

- **UMM AL HOUL FREE ZONE :**

INVOLVED IN DESIGNING & INSTALLATION OF TRAFFIC SIGNALS LINES, SSD LINE AND MAN HOLES FOR THE COMPLETE FREE ZONE AREA .

- **OOREEDO SLA :**

PROVIDING PUSH 2 TALK DEVICES TECH SUPPORT TO OOREEDO FOR AMALI PTT FROM FOR A 4 YEARS RUNNING SLA .

AUG 2021  
OCT 2022



**ELV SALES ENGINEER**  
ZK TRADING & MAINTENANCE

- Work Closely with 10+ Sales Executives & Sales Department To Close Strategic Deals in Complex Sales Cycle For Switchgear Panels & Fire Fighting Alarm System
- Delivering Technical Product Demonstration That Directly Emphasize Customer Needs
- Providing After Sales Technical Service to The Customers
- Maintaining and Bringing new SLA contracts.
- Preparing tenders , RFQ's & BOQ's for projects.

FEB 2021  
AUG 2021



**ELV SALES ENGINEER**  
ELECTRON TRADING & MEP

- Communicated With 20+ Customers weekly To Assess Equipment Needs, Determine The System Requirements & offer in-person or Remote Product Training
- Increased Profit by 20% & Provided Sales Support By Working Closely With Sales Teams & Customer Needs
- officially Represented Switchgears Panels Brands as a Distributor for **Mavi, Tense, Schneider**

JAN 2020  
FEB 2021



**SITE ENGINEER**  
REDCO INTERNATIONAL

- Site Visits For **Project Umm Al Houli Free Zone Hamad Port Doha, Qatar** & Modifying Engineering Drawings Based on Site Real Time Conditions
- Installation of Traffic Signals
- Excavations & Installation of SSD & Telecom Cables

JULY 2018  
SEP 2018



**JR ELECTRICAL ENGINEER**  
DOHA PETROLEUM

- Assisting Sr. Engineer For **WOQOD Gas Plant Project**
- Doing Rounds For Substations, Electrical Rooms For Taking Readings

- Reading & Highlighting Engineering Drawings
- Doing Calibration For Pressure Gauges
- Learning Technical Skills Such as Fixing Relays , Motors etc.

## EDUCATION

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**MAR 2015**  
**DEC 2018**



**BACHELOR IN ELECTRICAL & AUTOMATION ENGINEERING**

BOHAI UNIVERSITY  
JINZHOU , CHINA

**JULY 2010**  
**MAY 2012**



**FOUNDATION IN ENGINEERING**

ASIA PACIFIC UNIVERSITY  
KUALA LUMPUR , MALAYSIA

**MAR 2009**  
**APR 2010**



**AMERICAN HIGHSCHOOL  
PHILLIPINES INTERNATIONAL SCHOOL**  
DOHA, QATAR