

Umair Sultan

Applying for “Sales Engineer”

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Visa Status: Engineer with valid QID

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Objective

Strategic and results-oriented Sales Engineer with a robust background in the IT/Telecom sector, equipped with a unique blend of technical expertise, product management and exceptional sales acumen. Demonstrated expertise in analyzing customer requirements, driving revenue growth, designing customized solutions, delivering compelling product demonstrations and tailored solutions.. Seeking a challenging role to leverage my skills in tech sales, pre-sales, customer support and client relationship management. Seeking a challenging role to utilize my technical knowledge, strong communication skills, and customer-centric approach to drive business growth and contribute to the success of the organization.

Qualification

Bachelors of Electrical Engineering	Bahria University Islamabad Pakistan
Intermediate (Pre Engineering)	Board of Intermediate Education
Matriculation	Board of Secondary Education

Work Experience

Versatile experience with one of the leading Pakistan firm in developing communication solutions “**Rapidev Pvt. Ltd.**” as a “**Sales Engineer**” from DEC, 2020 to JUN 2023.

Job Profile:

- Proven experience as a Sales Engineer, working closely with sales team and tech team to drive revenue growth.
- Developed and executed product marketing strategies in line with global product strategy, focusing on the assigned area/segment.
- Defined and communicated product value propositions, ensuring alignment with the global product marketing strategy.
- Experience with different military & commercial IT, hardware and SAAS products.
- Played a key role in the preparation and delivery of winning proposals, technical documentation, and tender responses.
- Ability to analyze customer requirements and design tailored solutions that meet their needs.
- Strong presentation and demonstration skills, with the ability to effectively communicate complex technical concepts to both technical and non-technical audiences.
- Proficient in creating detailed technical proposals, including solution architectures, diagrams, and pricing.
- Excellent interpersonal and relationship-building skills, with the ability to establish rapport and trust with customers.

- Strong problem-solving and critical thinking abilities to address customer challenges and provide innovative solutions.
- Familiarity with project management methodologies like agile ,scrum, waterfall etc. and the ability to effectively manage multiple tasks and priorities
- Executed annual marketing plans in collaboration with relevant Division/Product Groups, concentrating on business development for the defined market.
- Collaborated with the R&D team to enhance product features based on client feedback, resulting in improvement in customer satisfaction.
- Conducted regular product training sessions for the sales team, enhancing their understanding of technical specifications and positioning.
- Engaged in continuous market research to stay abreast of industry trends and competitor activities, contributing to strategic planning
- Coordinated market analyses with sales team members, evaluating and sharing customer research, market conditions, and competitor data.
- Responsibility of handling the products in all domains including tech demos, presentations, operations, troubleshooting, deployments and training.
- Contributed to customer satisfaction by planning and executing work as per customer expectations.
- Maintained strong client relations by delivering exceptional customer service and ensuring client satisfaction.
- Tracked and managed work records, maintaining accurate documentation of tasks and completed assignments.
- Compiled comprehensive job reports, summarizing activities, resolutions, and recommendations for future improvements.

Professional skills:

- Business Development
- Market Analysis
- Sales Efficiency
- Customer Relationship Management
- Needs Analysis
- Proposal Writing
- Negotiation Skills
- Technical Training
- Compliance and Ethics
- IT/Telecom Knowledge
- Market Research

Achievements

- Awarded as Employee of the Month twice for exceptional performance.
- Laptop holder on PM Quota for Bright Students

Languages

Languages: English, Urdu, Punjabi