

RESUME



Raheel Khalid

s/o Khalid Pervez

Raheel Khalid

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Date of birth 05/12/1992 | Nationality Pakistani

ABOUT ME

I am a highly motivated and results-driven sales professional seeking a challenging opportunity to leverage my skills and experience in a dynamic sales environment.

EXPERIENCE

Sales Engineer (11/2023 – 08/2024)

Alruqee Group/Alruqee Industrial Marketing. (www.alruqee.com)

- Designed and implemented targeted sales strategies to meet and exceed monthly sales targets.
- Identified and qualified new sales leads through cold calling, networking, and referral.
- Built and maintained strong, long-lasting customer relationships by providing excellent service and support.
- Delivered in-depth product presentations and demonstrations, ensuring customers fully understand product features and benefits.
- Led negotiations with clients to secure new contracts.
- Provided welding machine demonstration at customer's site to satisfy end users.
- Prepared weekly and monthly sales reports, tracked progress against targets, and provided forecasts to senior management

Business or sector Welding and Cutting Solutions

Sales and Service Engineer (09/2018 – 10/2023)

TMD International Inc. (www.tmdinternational.net)

- Explained products and services to potential clients through technical presentations
- Secured and renewed product orders, and arranged delivery.
- Explained customers how upgrading equipment and systems can reduce costs and increase production
- Assisted in research and regularly reviewed sales process improvements.
- Demonstrated welding and cutting equipment and trained end users
- Provided after-sale service and troubleshooting at the customer's site

Business or sector Welding and Automation solutions

Languages

- Urdu/Hindi (Native)
- English (Conversational)
- Punjabi (Fluent)

EDUCATION AND TRAINING

- **Bachelor of Mechanical Engineering Technology** (01/2018 - 04/2022)
Indus University, Karachi
- **Diploma of Associate Engineering Mechanical Technology** (2015-2018)
Pakistani Swedish Institute of Technology, Karachi
- **High School Certificate (HSC) Pre-Engineering** (2010-2013)
Jamia Milia Govt. College Malir, Karachi
- **Secondary School Certificate (SSC) Science** (2010)
Airport Grammar School, Karachi

Short Courses

- **Welding and Fabrication** 06 months 2017
AMAN Institute for Vocational Training, Karachi
- **Mechanical Machinist** 06 months 2016
AMAN Institute for Vocational Training, Karachi

OTHER EXPERIENCE

Metal Machinist – Tool and Die Department

EMC Pvt Ltd

Responsibilities:

- Operating machine tools, lathe, and milling machines
- Referring to drawings and instructions to ensure production
- Repair broken tools and dies
- Working as directed by the supervisor
- Making inventory and providing daily paperwork
- Products and material storing

Business or sector Automotive Parts Manufacturing Industry

Service Technician

Z&S Kitchen Appliances

Responsibilities:

- Product Installation and demonstration
- Troubleshooting of appliances on complaints by customers
- Reporting of completed complaints daily

SKILLS

- Microsoft Office Suite
- Communication
- Presentation Skills
- Technical Troubleshooting
- Welding and Cutting Skills

Experience in Brands



Reference

- Contacts will be furnished on demand.