



SIDDIQUI M. AKHTAR

Sr. Sales Executive

&

Maintenance Consultant



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Professional Summary

Acquired Proficiency in the Sales & Maintenance Consultant with over 15 Years, experience I strive to collaborate towards my organization by utilizing my Skills, Capabilities and personal Strength's. Precision, consistency and competitive attribute add values towards my ambition of progressively accomplishing professional and Career growth.

Work Experience Qatar



Elite Motors Authorized Dealer of DENSO Feb. / 2022 to Aug. 2024

As a Sr. Sales Executive & Consultant

Elite Motors provided the opportunity to explore the versatility of an Automobile Industry Qatar Market The exposure of every possible led thus expanding the partnership with some of Exclusive and renowned Brand and Business Groups in the Market. Such **DENSO** / fleet leasing / Rental Corporate and Privat Clint's.

Key Responsibilities:

1. **Sales and Business Development:**
 - Identify and target new business opportunities, including fleet owners, logistics companies, construction firms, and government agencies.
 - Build and maintain relationships with existing clients to secure repeat business and referrals.
 - Conduct product demonstrations and presentations to showcase the features, capabilities, and advantages of heavy trucks.
 - Negotiate pricing, contracts, and terms of sale.
2. **Product Knowledge:**
 - Stay up to date with the latest technology, regulations, and market trends related to heavy trucks, such as fuel efficiency, safety features, and emissions standards.
 - Provide detailed technical information to clients, explaining how specific models meet their business needs.
3. **Customer Needs Analysis:**
 - Assess the specific requirements of potential customers, such as load capacity, fuel efficiency, and terrain adaptability, to recommend the most suitable trucks.
 - Work closely with customers to tailor truck solutions based on their operational demands.
4. **Collaboration with Engineering and Manufacturing Teams:**
 - Work with internal engineering teams to understand the customization options available for the trucks.
 - Provide feedback from customers to help improve product offerings and design.
5. **After-Sales Support:**
 - Ensure that customers are satisfied post-purchase, and address any issues related to maintenance, warranty, or technical support.
 - Provide guidance on servicing, parts replacement, and upgrading vehicles.
6. **Market Analysis and Reporting:**
 - Monitor competitors' offerings, pricing strategies, and market trends.
 - Report on sales performance, market opportunities, and potential risks to senior management.
7. **Compliance and Documentation:**
 - Ensure all sales processes comply with legal and regulatory requirements related to the transport industry, such as licensing and vehicle safety standards.
 - Prepare detailed proposals, contracts, and sales reports.

Key Skills

- **Technical Expertise:** Understanding of truck engineering, vehicle mechanics, and how various features (such as engines, transmissions, suspension systems) impact performance.
- **Sales Skills:** Ability to develop relationships, close deals, and negotiate effectively.

- **Communication Skills:** Strong verbal and written communication to explain complex technical features clearly and persuasively to clients.
 - **Problem-Solving Abilities:** Ability to identify customer challenges and propose customized solutions.
 - **Industry Knowledge:** Familiarity with the transportation industry, logistics operations, and fleet management.
 - **Project Management:** Ability to manage multiple accounts and projects simultaneously.
 - **Education:** A degree in engineering (mechanical, automotive, or related field) or a business-related field is typically required. An understanding of sales principles or experience in sales engineering is also beneficial.
 - **Experience:** Previous experience in sales, preferably in the automotive or heavy truck sector, is usually preferred.
- Work Environment:**
- The role often requires travel to client sites, meetings, and industry events.
 - Work might involve both office-based tasks (such as preparing quotes, presentations, and reports) and fieldwork for client meetings and product demonstrations.

ACADEMIC QUALIFICATION

<u>Sn.</u>	<u>Years</u>	<u>Name of School /Collage & Training center</u>
1	1989	Passed Intermediate from Board of Madhya Pradesh India.
2	1991	Graduation Diploma Holder Mechanical Engineering from ITI Govt. Of Maharashtra India
3	2000	Trained Technical Maintenance, & Management, Commercial Fleet's at HYUNDAI Motors Training Center Jeddah, KSA.
4	2001	Completed Computer Course from ICT Lucknow UP India
5	2003	Attended Operation Safety HSE & Fire Fighting Course at King Abdul Aziz International Airport. Jeddah KSA.
6	2009	Attended QMS "Quality Management System" ISO 9001:2008 From Bakri International, Jeddah, KSA.
7	2010	Successfully Completed Course in "Warner Lewis" P.C.V Testing and Repairs at ARABASCO KSA.
8	2014	Attended "QMS Orientation" Course in Doha Qatar,
9	2022	Attended induction program FIFA 2022 transport Management & Safety System Motors Qatar Organized by HAFIL transport Co.
10	2023	Attended induction program AFC 2023 transport Management & Safety System Motors Qatar Organized by HAFIL Transport Co.



worked At TRIMEX Ready-Mix Co. As Sr. Service Supervisor Production & Fleets Maintenance from April 2021 To Feb. 2022

- Monthly Production / fuel Consumptions / machine parts & maintenance reports analyses. Provide economical maintenance budget to the organization.
- Following All Maintenance Activities of Fleets / Equipment's Maintenance.
- Coordinate Forman's And Tm Driver's / Cp Operators Maintenance Team Provide Them Necessary Requirement & providing Safety Induction. Contribute to The Continuous Improvement of Policy Systems in Order to Increase work Quality and Operation Efficiency
- Staff conducts performance appraisals, trains and develops Supervises subordinates, processes promotions, disciplinary actions, etc.
- Responsible for creating and reinforcing a culture which focuses on safety, efficiency, and the development of quality.
- Performs accident investigations inspections and ensures maintenance quality standards and a safe work place.
- Responsible for organizing safety meetings and scheduling new employee safety training induction accordingly site guidelines.



**Worked with Al Wataniya Ready-mix Co. Associated Al Jaber Group of Company 2018 to 2021,
As A Technical Fleet Supervisor,**

- Following All Maintenance Activities of Fleets / Equipment's Maintenance. As below
- Coordinate Forman's And Tm Driver's / Cp Operators Maintenance Team Provide Them Necessary Requirement & providing Safety Induction.
- Contribute to The Continuous Improvement of Policy Systems in Order to Increase work Quality and Operation Efficiency
- Supervises staff, conducts performance appraisals, trains and develops subordinates, processes promotions, disciplinary actions, etc.
- Responsible for creating and reinforcing a culture which focuses on safety, efficiency, and the development of quality.
- Performs accident investigations inspections and ensures maintenance quality standards and a safe work place.
- Responsible for organizing safety meetings and scheduling new employee safety training induction accordingly site guidelines.
- Analyzes business reports to improve key performance indicators related to drivers Operators and equipment
- Builds and maintains relationships with key departments and Company affiliates to ensure cooperation and team work
- Following HIA Work Permit Employee & Vehicles Pass such MOI/AVP/AVOP



**2013 To July 2018 As a Mechanical & Technical Maintenance
Assistant Qatar Fuel Co. (WOQOD) Doha Qatar**

- Carryout the Preventive, Predictive Maintenance of Heavy Fleets Provided Road Side Breakdowns Assists and Emergency services.
- Plan and Execute the Preventive Maintenance Schedules
- Provide Necessary Technical Reports to The Concerned Seniors Upon Receiving
- Post-Repair of The Installation / Commissioning / Overhauling
- Prepare Organize and Document Reports, Failure Analysis Pertaining to The Instruments / Equipment's / Pumps Ensure Safety and Quality procedures are adhered to at all times
- Handling of Documentation & Updated Inspection Report's to the head of Dep.
- Maintain workshop accordingly safety guidelines and Maintenance Records of Operational Activities.

PERSONAL DETAILS:

Age:	48 years
Marital Status:	Married
Visa Status:	Work Residence Transferrable (NOC available)
Driving License:	Valid license From Qatar, Saudi & India
Language:	English, Arabic, Hindi, Urdu
Computer Skill:	Microsoft Word / Excel / ERP / Oracle

Date _ _ _ _ _