

ZAIN BABAR

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Objective

Mechanical Engineer with 2 years of combined experience in engineering and sales, skilled in delivering technical solutions to clients. Experienced in managing client interactions, conducting product demonstrations, and translating complex engineering concepts into practical solutions. Proven ability to achieve sales targets while maintaining strong customer relationships.

Education

University of Engineering and Technology (UET)

Lahore, Pakistan

BSc in Mechanical Engineering

Oct 2020 – Oct 2024

Experience(s)

Heavy Mechanical Complex (HMC)

Taxila Pakistan

Assistant Mechanical Engineer

Sep 2023 - Jul 2024

Major Responsibilities

- Assisted in mechanical design, testing, and project implementation, ensuring efficiency and quality.
- Conducted research in the development of mechanical components and systems.
- Collaborated with engineers and technicians to troubleshoot and resolve technical issues.

PCB Solutions Hub

Lahore, Pakistan

Sales Engineer

Jul 2024 - Jul 2025

Major Responsibilities

- Consulted with clients to understand technical requirements and provided tailored solutions, leveraging engineering knowledge to optimize product selection and application.
- Conducted on-site and virtual product demonstrations, effectively explaining technical features and benefits to clients.
- Developed and executed sales strategies, successfully acquiring new clients and contributing to business growth.
- Collaborated with engineering and design teams to customize solutions based on client needs, ensuring high satisfaction and repeat business.
- Monitored market trends and competitor offerings to identify new opportunities and improve service delivery.

Technical Skill(s)

- CAD (SolidWorks, AutoCAD), 3D modeling (SolidWorks), mechanical design principles.
- Construction tools, equipment, and mechanical systems
- Technical presentations and product demonstrations
- Testing, prototyping, and field application of engineering solutions (HVAC)
- Client relationship management, preparing quotations, and solution-based selling
- Microsoft Office (Word, Excel, PowerPoint) for documentation and proposals

Hobbies & Interests

- Sports & Team Activities (pedal, badminton)
- Reading & Learning (mechanical trends, construction technology, sales strategies)
- Online gaming and AI researching

Languages

- English (Professional Proficiency)
- Urdu / Hindi (Native Proficiency)