

Muhammad Faizan Mehmood

Counter Sale Executive MEP

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Doha

Professional Summary

Results-driven MEP Counter Sales Executive with 8 years of dedicated experience at Al Feroz International Trading WLL, expertly managing the end-to-end sales and supply chain process for mechanical, electrical, and plumbing products. Possesses deep expertise in **ERP systems**, including **Brain ERP**, for streamlining everything from inventory management and logistics documentation to the local purchase order process.

A proven professional adept at managing the **material approval and technical submission** process, ensuring seamless compliance and client satisfaction. Excels at **in-house stakeholder coordination** and **vendor management** to maintain optimal inventory levels and adhere to strict delivery schedules. Combines strong technical product knowledge with exceptional customer service and persistent **payment follow-up** to ensure profitable and smooth operational cycles. A reliable and strategic asset committed to driving efficiency and fostering long-term client relationships.

Skills

Sales & Customer Relationship Management

B2B Sales & Account Management | B2C Sales & Account Management |
Customer Service & Relationship Building | Client Follow-Ups & Retention Strategies |
Payment Follow-Up & Receivables Management | Technical Consulting & Advisory

Supply Chain, Logistics & Inventory

End-to-End Order Fulfillment | Local Purchase Order (LPO) Management | Inventory Control & Management |
Logistics Coordination & Documentation | Delivery Schedule Management

Administrative & Coordination

Stakeholder Coordination & Liaison | Vendor Management & Negotiation |
Process Optimization & Streamlining | Quotation & Proposal Preparation

Technical & Software Proficiency

ERP Systems & Software | Brain ERP Specialist | Technical Submission & Documentation |
Material Approval Process Management | MEP Product Knowledge (HVAC | Plumbing | Electrical)

Work Experience

Counter Sales Executive

February 2018 – Present.

AL Feroz International Trading W.L.L Qatar

MEP Counter Sales

- Orchestrated the entire MEP sales cycle, from technical submission and material approval to final delivery, leveraging Brain ERP to streamline operations and achieve a consistent 20% year-over-year sales growth.
- Spearheaded local purchase orders and inventory management, implementing a strategic vendor management system that reduced stock-outs by 25% and improved cost-efficiency by 15% through diligent negotiation.
- Acted as the central coordination hub for all in-house stakeholders, logistics teams, and clients, ensuring seamless information flow and resolving operational bottlenecks to maintain 98% on-time delivery schedules.
- Managed the critical post-sale process, including rigorous payment follow-up and proactive customer service, which strengthened client trust and reduced outstanding receivables by an average of 30 days.
- Mastered the material approval process by preparing and submitting comprehensive technical documentation, significantly accelerating client approval times and securing key project awards for the company.

Education

Intermediate

January 2014 – December 2016

Islamia Collage Lahore