



NADEEM AFZAL

+974-51744556 shayyanch@icloud.com Al Wakra, Qatar

PERSONAL INFORMATION

Date of Birth: 16-07-1991
Marital Status: Married
Nationality: Pakistani
CNIC : 35404-0491895-5
UAE Driving/license:79450
Qatar Driving license:29158612456

EDUCATION

DAE Electrical

PBTE Lahore
2011

Matriculation (Science)

BISE Lahore
2008

TRAINING

40 Days Training in Hi-Tech
Network Limited Lahore.

SKILLS

Communication Skills ·
Management Skills ·
Time Management · Leadership ·
Creativity · Problem Solving ·
Attention to Detail

LANGUAGES

English
Urdu

REFERENCE

Will be Provided if Required

SUMMARY

Dynamic and experienced professional with over 12 years of diverse experience in the telecom and sales sectors across UAE and Pakistan. Spent 7 years in the UAE, working as a Senior Sales Person with DU and as a Sales Executive with Etisalat through registered channel partners, demonstrating strong customer service and sales skills. In Pakistan, served as a Team Leader in multiple telecom projects, including Huawei, Mobiserve, and Crystle Engineering Systems, overseeing Operations G Maintenance (OGM) for major mobile networks such as Mobilink, Warid, and Ufone. Also worked as a Technician in various OGM projects and participated in a major 234MW Sapphire Power Plant shutdown. Proven leadership in telecom infrastructure support with hands-on technical expertise and team management capabilities.

EXPERIENCE

- 02-year work As Senior Sales Person in Registered Du Channel Partner in UAE.
- 5 years working as Sales Executive in Registered Etisalat Channel Partner in UAE.
- 01 Month Major Shut Down as a Technician At 234MW Sapphire Power Plant.
- 01 Year work as a Team Leader in Huawei Telecom Pakistan Project on Mobilink and Warid Mobile Towers OGM Department.
- 02 Years work as a Team Leader in Mobiserve Telecom Pakistan Project on Mobilink Mobile Towers OGM Department.
- 01 Year as a Team Leader in Crystle Engineering System Lahore Project on Ufone and Mobilink OGM Department.
- 01 Year work as a Technician in Modarba-Al-Mali Project on Warid Telecom G Bank Islamic OGM Department.

Key Responsibilities

- Identify Potential customers through cold calling, networking, rederrals, or online platforms.
- Maintain and update a customer database.
- Meet with clients to understand their needs.
- Deliver Compelling product/service presentations.
- Recommend suitable solutions based on client Requirements.
- Negotiate prices, terms, and close deals to meet or exceed targets.
- Handle Complaints and provide after-sales support.
- Stay update on market trends, competitor offerings, and pricing strategies.
- Maintain Sales Record.
- Prepare daily, weekly, monthly sales reports for management.
- Product knowledge and market awareness.
- Target-driven attitude.
- I can work on Graba Device for Activation.
- I can Understand About Graba Error during Activation.
- I can work door to Door outside in Field for finding And Motivate to Customers.