



MUHAMMAD USMAN

Manager Sales

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Date of Birth: 04 -March -1991

Career Objective

Experienced with a demonstrated history of working with customer-oriented solutions. I am passionate about sales and determined to exceed company targets and clients' business goals. I am committed to retaining clients for the long term by diligently helping them achieve success.

Professional Experience

CHINT ELECTRIC (CHINT Group of Companies) **AUG 2021 – Till date**
(Low Voltage, Medium Voltage Panels, Transformers and solar panels)

Manager Sales Pakistan Office



Job Descriptions

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- Meeting with new and existing clients and getting inquiries from them. And remain in follow-up.
- On-grid and off-grid solutions provided to Customers.
- Experience with CHINT hybrid invertors and DC breakers.
- Provide customers complete solar solution CHINT Transformers and LV, MV panels and components, and EPC projects.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Understand our ideal customers and how they relate to our products.

GREEN T&D Pvt. Ltd (IZHAR Group of Companies) **OCT2017– JULY2021**

(Electrical Distribution Switchgear panels, Electrical Components, Transformers & Cable Management System)

Senior Engineer Sales & Marketing



Job Descriptions

- Demonstrating how a product meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and on-site client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Preparing reports for head office and senior managers.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Travelling to visit potential clients.
- Negotiating tender, contract terms, and conditions.
- Maintaining professional working contact with key suppliers and third parties.

- Provide after-sales support to services Engineer, Follow-up to complete the site pending jobs with services team.
- Meeting with client at different stages of intake Project for queries and clarification.
- To Visit consultant for up-coming projects, also visit contractors for new projects and tenders

GCS Pvt Ltd Karachi

Jan 2017 - March 2017

Trainee System Support Engineer



Job Descriptions

- Worked for GCS Pvt Ltd as a Trainee System support Engineer at Command-and-Control Center Karachi.
- As a system support Engineer work on CCTV Cameras Design, installation, configuration, integration, testing and Maintenance, of CCTV.
- Battery Backup and status.

Education

University Of Engineering & Technology, Taxila	2016
Bsc Electronics Engineering	
Intermediate with Pre-Engineering, BISE D. G Khan	2011
Matric with Science, BISE D. G Khan	2008

Certificates

- Pakistan Engineering Council (**PEC**)
- National Financial Literacy Program for Youth (**NFLP**)
- Content Marketing and Advertising (**PITB**)

Skills

- Sales & Marketing
- Solar panels
- Project Management
- Microsoft Office
- Team Management

Visa Status

- VISIT VISA

Current Location

- Dubai

Languages

- English
- Urdu
- Punjabi

Notice Period

Ready to join immediately

References

Will be furnished upon demand