



MUHAMMAD USMAN

Manager Sales

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Date of Birth: 04 -March -1991

Career Objective

Experienced with demonstrated history of working with customer oriented solutions. I am passionate about sales and determined to exceed company targets and client's 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)
(Low Voltage Panels, Medium Voltage Panels, Transformers)

AUG 2021 – PRESENT

Manager Sales Pakistan Office



Job Descriptions

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- Meeting planned sales goals.
- 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.
- Coordinating with marketing on lead generation.
- The ongoing training of your sales people.
- Developing your sales team through motivation, counseling, and product knowledge education.
- Promoting the organization and products.
- 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
- Management
- Microsoft Office
- Team Management

VISA Status

- VISIT VISA Expiry date: 17-02-2022

Current Location

- Al Quoz, Dubai

Languages

- English
- Urdu
- Punjabi

Notice Period

15days' Notice period

References

Will be furnished upon demand