

MUHAMMAD BILAL AHMAD

Product and Project Manager



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EDUCATION

2008-2012

**The University of Lahore
BS Engineering
Electronics and
Communication**

2004-2007

**GCT Sahiwal
Diploma in Electrical
Engineering**

2002-2004

**Ali Cadet School Sahiwal
Matriculation**

SUMMARY

With over 9 years of experience in Sales and Project Management, I am confident that my analytical, risk management, vendor evaluation, and team management skills, along with my excellent communication abilities, make me a valuable candidate for the Manager Position at Global Ocean. As an active team player and quick learner, I am excited to contribute to the company's success.

WORK EXPERIENCE

Product Manager

Digtrosoft Private Ltd (2020– till Now)

- Experienced in Sales project management and integration of solutions in Civil, Mechanical, Electrical, Solar, IBMS and accounting & HR softwares
- Responsible for LEEDs Certificated projects and handling daily queries of teams and clients through effective communication.
- Dealing with vendors in the marketplaces and developing sales strategies and engagement, established strong ecosystems for new projects, and managed the engineering team accordingly.
- Responsible for managed new projects and sales targets from initiation through completion within a specific time frame,
- Managing sales Targets on monthly basis and meet new clients through established network
- Completed the 144 million projects of NTDC, Sadaqat Textile, Siddique Sons, Fazz International and Residential and commercial projects

Internships as Internee Engineer

**Engro Foods Private limited
Sahiwal (Mar,2014-May,2014)**

**Mobiserve Private limited
Sahiwal (Sept,2013-Nov,2013)**

**National Power Control
Center Islamabad (May,2013-June,2013)**

**Pak Elektron limited ,Lahore
(Mar,2013-Apr,2013)**

**Final Year Project
PWM Based Invertor**

- An improvement in ups inverter topology that can emphasis maximum power efficiency with improving power factor. By shaping the rectangular waves near to sine waves leads to harmonics distortion reduction at output. Better switching topology increases battery backup and uses battery power smartly by the help of feedback system

Sales Team Lead

Sync and Secure Private Limited (2018 – 2020)

- Successfully completed IOT projects for clients such as GHQ, Nescon, Huawei, Pepsi International, Galleria Designee, Lucky Packages, Netracon Technologies, and Harley Davidson Showrooms.
- Managed project timelines, supervised new projects, and performed procurement tasks for international and local suppliers.
- Maintained ISO and safety standards, participated in engineering audits, and provided quick action response to areas of improvement.
- Provided Smart Plaza and Engineering solutions to clients such as Lyallpur Galleria Faisalabad, DHA, and Askari Society Management.
- Reported weekly and monthly meetings to COO about project and product development, arranged meetings with CEOs of different universities and firms, and worked with Sales department to maximize sales and profits.

**Production and Procurement Engineer
SMC Private Limited (2016-2018)**

- Experience in procurement, project management, and engineering, including upgrading procurement processes through software, procuring various equipment and services, and managing production lines and labor.
- Expertise in control engineering, programming plc-based machines, troubleshooting hydraulic and pressure issues, designing electrical panels, installing gas generators, and managing cables.
- Skills in maintaining ISO and safety standards, implementing safety rules, focusing on recycling products, reporting daily production to the director, planning daily production plans, and maintaining production line efficiency by reducing quality issues and identifying and resolving electrical and mechanical problems.

Skills

- Product knowledge and development expertise
- Problem-solving and solution provision abilities • Effective communication and listening skills
- Strategic prospecting and time management aptitude
- Project management and negotiation capabilities
- MS Office
- Data Analyst
- Python
- SQL Server
- Power BI
- E Commerce Platforms

Languages

- Urdu
- English
- Sindhi
- Punjabi
- Pashton

References

- As per demanded

BSS Engineer and Team Lead

LCC Pakistan Private Limited (2015-2016)

- Worked in procurement department for HUAWEI & ZTE, managing supply chain of equipment.
- Supervised teams in ZONG 3G extensions in Karachi & Rural Sindh.
- Completed survey tasks of 3G & 4G of ZONG and MOBOLINK in Karachi & Baluchistan.
- Reduced cost by planning team movement as per site locations.
- Connected with HUAWEI BSS teams to provide technical consultancy and support.
- Supervised MOBILINK fuel sensor installation and commission project in Central Punjab.
- Worked on HUAWEI RTN microwave series commissioned and prepared model sites in Central Region for WARID LTE.
- Worked on quality of services as per clients and assured quality of services through dedicated team.

Procurement and Site Engineer

Netracon Technologies Private Limited (2014-2015)

- Commissioned and tested power transformers in GEPCO AIS and GIS Grid Stations
- Installed 4000 Watts Solar panels at BB for extra backup
- Won a contract for erection and stringing of 132 KV transmission line towers
- Worked as Project Engineer in Netracon Consortium for an international project on procurement of equipment for NEPS in Afghanistan
- Dealt with international brands and negotiated with market delegations for equipment purchasing.