

Engr. Umair Rahim

Electrical Engineer | Sales Specialist

Experienced Sales Specialist with a demonstrated history of working in the electronics industry B2B and B2C. Skilled in Coaching, Lecturing, Team Building. Strong engineering professional with a Master's degree focused in Electrical Electronics & Telecom Engineering from Kolej Universiti Infrastruktur Kuala Lumpur.

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📍 Peshawar, Pakistan

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WORK EXPERIENCE

Assistant Sales Manager Skyelectric Pvt Ltd

11/2021 - Present

Smart Solar Solutions Provider

Achievements/Tasks

- Team Management.
- Achieving monthly/Quarterly Targets.
- Dealing different clients from B2B and B2C.
- Delivering Presentations.

Peshawar

Lecturer

City University of science and information technology

10/2020 - 11/2021

University

Achievements/Tasks

- Delivering Lectures to the Engineering Students.
- Final Year Project supervisor and Co-ordinator.
- Practicing theoretical work in Lab with the students.

Peshawar

Sales and Application Engineer DWP Group Pvt Ltd

02/1018 - 10/2020

Digital world Pakistan Dealing in HVAC and solar VRF solution Providers

Achievements/Tasks

- Achieving Quarterly and Yearly Targets.
- Delivering product presentations.
- Dealing in Institutional sector.

Islamabad

ACHIEVEMENTS

Top Performer (09/2022 - 09/2022)

Top Performer Nationwide for the month of September 2022 at Skyelectric Solar Company.

Top Performer (10/2022 - 10/2022)

Top Performer Nationwide for the month of October 2022 at Skyelectric Solar Company.

Top Performer (11/2022 - 11/2022)

Top Performer Nationwide for the month of November 2022 at Skyelectric Solar Company.

SKILLS

Negotiation

Sales Force

Problem-Solving

Results-oriented

Microsoft office (Excel, Word, Ppt)

Reporting

Multi-tasking

Team Player

Sales

Team Management

PERSONAL PROJECTS

Compact UWB antenna with band notch characteristics (06/2015 - 12/2016)

- Research work of my Masters Degree

Intelligent based automatic BTS & using Internet service. (11/2012 - 06/2013)

- Bachelor degree Final Year Project

VOLUNTEER EXPERIENCE

Cafeteria Supervisor

City University Peshawar

06/2021 - 11/2021

Tasks/Achievements

- Supervising university cafeteria. Managing staff menu and hygiene level was top priority.

Peshawar

Mentor Tour & Study Trips society

City University Peshawar

06/2021 - 11/2021

Tasks/Achievements

- Guiding tour Society for recreational trips and study trips.

Peshawar

EDUCATION

Masters in Electrical and Electronics Engineering

Infrastructural University Kuala Lumpur

06/2015 - 03/2017

Malaysia, Kuala Lumpur

LANGUAGES

English

Full Professional Proficiency

Urdu

Native or Bilingual Proficiency

Pushtu

Native or Bilingual Proficiency