

M- FARHAN KHAN

B.E CIVIL

(Urban & Infrastructure)



Contact

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Karachi

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Languages

English

Urdu

Summary

Experienced Sales Engineer with a demonstrated history of working in the construction industry. Skilled in Management, Leadership, Project Management, Customer Service, and Project Planning. Strong sales professional with a Bachelor's degree focused in Civil Technology from NED University of Engineering and Technology.

Skill Highlights

- Ability to work individual as well as with team.
- Strong decision maker
- Sincere & Responsible
- Time Management
- Critical Thinking
- Work-focused

Experience

Technical Sales Manager:

July 2022 to Feb 2024

Agha Steel Industries Ltd

- Conduct product presentations and demonstrations for potential customers & Awareness Seminars/Presentations
- Work with the sales and marketing teams to develop effective sales strategies.
- Site Activities/Physical Assessments of Testing
- Build and maintain strong relationships with key customers. Understand their needs
- Engage in negotiations with potential clients. Close deals by addressing customer concerns and demonstrating how the product meets their specific needs. Conduct Promotional Events/Activities Pan Pakistan
- Travel to meet clients, attend trade shows, and participate in industry events.
- Act as a point of contact for technical inquiries and support issues
- Provide training to the sales team on technical aspects of the product. Equip them with the knowledge and skills needed

Technical Sales Engineer:

March 2019 to Jul 2022

Rawlplug®



- Promoting & Approvals of Rawlplug
- Establishing new, and maintaining existing, relationships with customers
- Prepare and deliver technical presentations explaining products or services to existing and prospective customers
- Collaborate with sales teams to understand customer requirements and provide sales support
- Secure and renew orders and arrange delivery
- Plan and modify products to meet customer needs
- Negotiating and closing sales by agreeing terms and conditions
- Prepare & Maintain Daily Work Plan
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Involvement with Engineers & prepare BOQs & necessary drawings

Junior Planning Engineer:

Jan 2017 to Nov 2017

Principal Builder

- Study the project and perform site investigation
- Learning and understanding the site execution with management, engineers and field operations staff work and point out errors for rectification
- Prepare & Maintain Project Update Report
- Prepare & Maintain Daily Work Plan
- Prepare & Maintain Daily Progress Report (DPR) & Monthly Progress Report (MPR)
- Maintain Schedules & Execution according to Plan
- Tracking and maintain scope changes of Civil items Preparing monthly progress report, monitoring planned and actual work progress, reporting to manager.

Education

- **SZABIST Karachi, 2018-2020**
(Masters in Project Management)
- **NED University of Engineering & Technology, 2013-2017**
(B.E Urban & Infrastructure Eng)
- **P.E.C.H.S College , 2008-2010**
(Pre-Engineering)
- **Falcon House Grammar School Education 2006-2008**
(Intermediate Science)

Extra-Curricular Activities

- **Ex-Vice President** of Urban Realm management society
- Member of IEP (Institute of Engineers Pakistan)
- Member of an Event Organization working for Youth Programs
- Member of IGS (International Geosynthetic Society) Pakistan

Software Skills

- MS Word
- MS Excel
- MS PowerPoint
- AutoCAD