

Musaddiq Ahmad

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Summary

- Dedicated Mechanical Engineer, Recognized for designing a cutting-edge cooling vest, featured in Pakistanimedia.
- Accomplished winner of Pakistan's premier idea pitching competition, Zindigi Prize KPK Regional.
- Trusted advisor to the President of ASHRAE UET Peshawar Chapter for the 2022-2023 season.
- Currently working with ESAC International, one of KPK's leading waste management machinery manufacturers.
- Eager to leverage my technical prowess, entrepreneurial spirit, and leadership acumen in the mechanical engineering field.

Experience



Sales Executive

ESAC International Pvt Ltd

Aug 2023 - Present (6 months)

As a Sales Executive at ESAC International, I applied data analytics to drive results.

Revenue Growth: Achieved a substantial 20% increase in revenue through targeted sales strategies and market analysis.

Profit Margin Improvement: Successfully optimized pricing models, resulting in a 15% boost in profit margins.

Customer Satisfaction: Collaborated closely with the product team, leading to a notable 10% improvement in customer satisfaction ratings.

Applied persuasive sales techniques, negotiating favorable terms and showcasing convincing skills.

Conducted thorough market analyses, staying informed about industry trends.

Cultivated strong oral and written communication skills through client interactions and presentations.

Demonstrated effective presentation skills, conveying complex information clearly.

Leveraged proficiency in relevant computer skills, utilizing data analytics tools for informed decision-making.



Engineer Intern

ESAC International pvt Ltd

Apr 2023 - Jul 2023 (4 months)

Spearheaded business development efforts, contributing to the company's growth and success in the waste management industry.

Assisted the Manager in developing and implementing strategic initiatives to drive business expansion and increase market share.

Conducted market research and analysis to identify new business opportunities, emerging trends, and potential clients in the waste management sector.

Collaborated with the sales team to create persuasive sales presentations, proposals, and pitches to secure new contracts and partnerships.

Managed a portfolio of key client accounts, nurturing relationships and ensuring high levels of customer satisfaction.



Advisor to the President ASHRAE UET PESHAWAR

Sep 2022 - Jul 2023 (11 months)

Served as the Advisor of the ASHRAE Society UET Peshawar Chapter, a prestigious student organization dedicated to promoting knowledge and awareness in the fields of Green Energy and HVAC (Heating, Ventilation, and Air Conditioning).

Successfully organized a series of impactful seminars and events focused on the latest advancements and best practices in Green Energy and HVAC technologies.

Collaborated with a team of passionate students to develop and execute engaging educational programs that attracted participation from both students and industry professionals.

Facilitated knowledge sharing among students and industry experts by inviting renowned speakers and subject matter experts to deliver informative presentations and interactive workshops.

Education



University of Engineering & Technology Peshawar

Bachelor of Engineering - BE, Mechanical Engineering

Sep 2019 - Aug 2023

Completed a comprehensive curriculum in mechanical engineering, gaining expertise in various areas including thermodynamics, fluid mechanics, heat transfer, and manufacturing processes.

Applied theoretical knowledge to practical projects, developing a strong foundation in problem-solving, design, and analysis.

Led a team in the successful development of a cutting-edge Cooling Vest as the Final Year Project, aimed at providing effective cooling in hot environments.

Collaborated with industry experts and conducted user testing to refine and optimize the Cooling Vest's functionality and performance.

Developed a comprehensive business plan to commercialize the Cooling Vest, outlining market opportunities, competitive analysis, and potential partnerships.

Contributed to interdisciplinary projects and research initiatives, fostering a collaborative and dynamic learning environment within the mechanical engineering department.



Global Degree College, Peshawar.

Bachelor of Engineering - BE, Pre-Engineering

2017 - 2019

Completed pre-engineering studies with a focus on building a strong foundation in mathematics, physics, and chemistry.

Engaged in rigorous coursework, gaining a comprehensive understanding of core engineering principles and concepts.

Demonstrated strong problem-solving skills by successfully completing complex mathematical calculations and solving physics-based problems.

Actively participated in laboratory experiments, honing practical skills and gaining hands-on experience with scientific equipment.

Skills

Entrepreneurship • Business Development • Project Management • Microsoft Office • Human Resources (HR) • Engineering Resaerch • Sales • Marketing • AutoCAD • Microsoft Excel

Honors & Awards

Zindigi Prize KPK Regionals - Zindigi Prize Hitec

Jul 2023

Distinguished as a First Prize winner in the Zindigi Prize Idea Pitching competition, our pioneering cooling vest project emerged as the foremost innovation in Khyber Pakhtunkhwa, underscoring my commitment to driving impactful solutions in the field of mechanical engineering.