

SYED HALEEM

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Electronics Engineer

Technical Sales. | Supply Chain & Logistics. | Sourcing Plans.

With a bachelor's degree in Electronics Engineering and Five (5) Years field experience with Electrical, Electronics, Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries. Researching, developing and modifying products to meet customers' technical requirements and needs. Sales and Customer Support Engineering. My goal is to find a full-time Engineering position and continue to provide electrical & electronics engineering services in industrial environments. Trustworthy and committed to complete projects with the strong work ethic.

Supply chain & Logistics. | incoterms & Freight. | Technical and Financial Quotation

- Specialized ERP skills and knowledge
- Electronics & instrumentation
- Test & Measurement
- Electrical Power
- Communication skills
- Team Recruitment & Training

- Components Sourcing
- Public Speaking & Sales Training
- Business & Growth Planning
- Product Adoption
- Provider Engagement
- Strategic Marketing

PROFESSIONAL HISTORY

Makkays



Product Engineer

Nov, 20 – Present

- Technically sound in Electronics and Electrical components, working on ERP system with Proficiency in MS office.
- I have experience of Technical sales and prepare the Technical and Financial Quotation for the clients.
- Mainly worked with **PAF, PAEC, DGDP and defense sector** of Pakistan in different projects related to manufacturing.
- Knowledge of Shipments, Incoterms, Freight Calculation and POs, strong interpersonal & presentation skills
- Create and issue routine purchase orders, track purchases and shipments (including international), and provide Estimated delivery dates as requested for defense projects
- Working on tender inquiries and customized requirements from customer. Direct contact along with sending RFQs and getting Quotes from OEM (Fluke, AvicJonhon, Axon, Taxes Instruments, Tyco Electronics, Amphenol, Aim TTI, Rigol, Huber & Shuner and many more).
- Developed supplier base to align with procurement needs for various product development phases (Prototypes, launch and mass production)

SMJ | S. M. Jaffer & Co



Sales Coordinator

Jan, 20-Nov, 20

- Knowledge heavy duty diesel generators and familiar with diesel generators OEM.
- Sales many heavy duty generators to different customers all over Pakistan.
- Handled responsibilities of documenting presentations and other technical reports
- Generated highly technical integrated solutions for solving issues
- Provided technical assessments in domain of hardware testing

Genesis Solutions (Pvt) Ltd.



System Engineer

Feb, 2018 – Jan, 2020

- Sourcing of components for different customized projects of PAF and Defense sector of Pakistan.
- Deep knowledge of Pre-sales and Post sales (after sales Support).
- Providing guidelines support installing, identifying and conducting root cause analysis for Defense products
- Strong relationship with customers and attended different tenders opening with many customers.
- Expert in Technical and Financial quotation preparation.
- Handled responsibilities of documenting presentations and other technical reports.
- Create Sourcing Plans for all phases of projects, and record keeping.
- Generated highly technical integrated solutions for solving issues
- Provided technical assessments in domain of hardware testing

IESCO (ISLAMABAD ELECTRICAL SUPPLY COMPANY)

Internee Engineer

Sep to Dec 2017

- Worked as an internee under Senior Engineer in IESCO at 132 KV.
- GSS And P&I Department
- Maintenance, Installation and Testing of equipment's like
- Circuit breaker, current transformer, and potential transformer.
- Knowledge of maintenance and repair of equipment's
- Related to electrical power generation and distribution, fire prevention systems

EDUCATION

Bachelors in Electrical (Electronics) Engineering Iqra University Islamabad, Pakistan

2012 to 2016