

Engr. Syed Haleem

Electronics Engineer

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

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Summary

With a bachelor's degree in Electronics Engineering and Seven (7) Years field experience with Electrical, Electronics, 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.

Highlights

- Components Sourcing
- Electronics & instrumentation
- Test & Measurement
- Electrical Power
- Communication skills
- Team Recruitment & Training
- Performance Management
- Public Speaking & Sales Training
- Business & Growth Planning
- Product Adoption
- Provider Engagement
- Strategic Marketing

Professional History

Assistant Manager Tech Sales - July, 2023 – Present

HiveTech Global, Islamabad.

- Working as Assistant Manager Sales at HiveTech Global with extensive sales Experience.
- Professional grip at DGDP, PACB, PAF Bases, and other strategic organization like MTC, AWC, NESCOM etc.
- Sourcing potential new customers.
- Maintaining regular contact with existing customers Like PACB, DGDP, DP AIR, NESCOM, AWC and others.
- Traveling to the customer's location to talk about our product range.
- Sourcing on tender enquires and getting prices from foreign suppliers.
- Enterprise resource planning (ERP)
- Sales Management Systems (SMS), Order processing, Sales Tax Invoices, Delivery notes,
- Preparation of quotations, RFQs.
- International Procurement, Contracts/PO, Logistics and Customs matters handling to meet project's needs. EUS and Export Comply.

Sales Engineer - Nov, 2020 – June, 2023

Makkays, Islamabad.

- 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 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, Avic Jonhon, Axon, Taxes Instruments, Tyco Electronics, Amphenol, Aim TTI, Rigol, Huber & Shunner and many more).
- Developed supplier base to align with procurement needs for various product development phases (Prototypes, launch and mass production)

Sales Coordinator - Jan, 2020 – Nov, 2020

SMJ / S. M. Jaffer & Co, Islamabad.

- 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

Sales & System Engineer - Feb, 2018 – Jan, 2020

Genesis Solutions (Pvt) Ltd, Islamabad.

- 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

Internee Engineer - Sep, 2017 – Dec, 2017

IESCO (ISLAMABAD ELECTRICAL SUPPLY COMPANY)

- 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