



# RESUME

## Umer Zafar



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## PROFILE

I am well experienced Sales representative Post-Graduated from COMSATS University and willing to offer my services at your esteemed organization. My extensive experience includes Sales of solar power systems (residential, commercial and agriculture systems) in north region of Pakistan along with E Cube and Skyelectric. I was responsible to achieve company designated sales targets within time. I have also experience of account receivable collection with MTBC (Carecloud). I am a goal oriented and hard-working trained to work under challenging circumstances into productive work results. I am dedicated in achieving the company goals within limited resources.

## EDUCATION

**Master of Engineering** | Electrical Engineering (Power and Energy)

**CGPA: 3.40**

*SP2018-May2021*

**Comsats University, Islamabad.**

**Bachelor of Science** | Electrical(Power) Engineering

**CGPA: 3.13**

*Mar2013-Mar2017*

**COMSATS University, Abbottabad.**

## SKILLS

- Salesforce
- MS Office
- Sketchup
- PLC and HMI
- Power World Simulator
- Matlab
- Multisim
- Proteus
- Arduino
- C++ Language
- Operation and Control
- Supervision

## EXPERIENCE

### Senior Technical Sales Engineer

**E CUBE SOLUTIONS PVT LTD** *April 2021-Present*  
Islamabad, Pakistan

#### Achievements/Tasks

- Manage company Sales through Client meetings
- Building long lasting customer trust and relationships
- Executing strategic plans and ensuring completion of assigned tasks/targets
- Manage the financial and technical aspects of the proposal being sent out
- Train new resources and team members

### Business Development Officer

**SKYELECTRIC PVT LTD** *Sept 2021- Apr 2022*  
Islamabad, Pakistan

#### Achievements/Tasks

- Ensure that all business activities are performed with the highest ethical standards
- Assess operational issues regarding competitiveness, staying current in terms of trends, innovations, and pricing.
- PV system survey and designing for Residential Commercial & Industrial systems on Sketchup
- Stay up to date with external and internal developments in the environment for identifying new market segments

### AR Specialist

**MTBC** *Aug 2020-Aug*  
2021 Rawalpindi, Pakistan

#### Achievements/Tasks

- Independent and timely communicate with clients to ensure steady stream of clients cash flow
- Managed AR team and collection of receivables

## **RMS and Power Engineer**

### **RHINE CONSULTING (DPC)**

*Aug 2019-July 2020*

#### **Achievements/Tasks**

- Installation of Power Solution at telecom sites
- Installation of Protection equipment for backup solution
- Remote Monitoring system handling

## **Internee Engineer**

### **Islamabad Electric Supply Company (IESCO)**

*Aug 2017-July 2018*

#### **Achievements/Tasks**

- Monitored performances of electrical systems and analyze system failure.
- Detail testing of grid station equipment's.
- Visited engineering sites to collect structural, electrical, and related site information.

## **Training Courses & Certifications**

### **Registered Engineer**

- Pakistan Engineering Council
- ID: Elect/59851

### **Microsoft Office Specialist**

*Certificate Nov 2018*

### **PLC and HMI Training Workshop**

*July 2017 - Aug 2017*

- NUST School of Mechanical and Manufacturing Engineering Islamabad

### **IEE Islamabad Section Congress**

*Dec 12, 2016*

### **Machine Learning Workshop**

*May 3, 2016- May 4, 2016*

## **Academic Accomplishments**

### **MS Thesis**

“Design of DC Solid State Circuit Breaker for Fault Current Protection”

In research work, new topology of SSCB based on SiC JFET cascade is presented. It is verified by simulations carried out on MATLAB Simulink. Inrush currents can be limited by the proposed SSCB design, disconnect the load in case of faults, very good capability of protection during short circuit condition and in case if fault is removed then it will restore the current supply to the load.

### **Final Year Project (Partially Funded)**

“Fault detection and Protection of 3-phase Industrial Induction Motor using Arduino and Sensors”

Induction motors act as the back-bone in any industry.

Arduino based protection scheme is a new and less expensive scheme as compared the previous. Sensors detect the faults and Arduino acts as a brain. Faults include over voltage, under voltage, over current, high Winding temperature and coupling failure fault.