

MUHAMMAD USMAN BUTT



PERSONAL DETAILS

Wazirabad, Punjab Pakistan
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EMPLOYMENT

Executive–Business Development

May 2022 – Present

Faisal Engineering Services

Professional Summary

Dedicated Executive Business Development Manager of Sales with expertise in KSB Pump products, Henkel Loctite adhesives, and MBT bearings. Experienced in driving sales growth and managing client relationships to meet and exceed revenue targets. Skilled in optimizing operational processes and enhancing team performance. Committed to excellent customer service and ensuring timely product deliveries to meet industrial client needs.

Key Responsibilities and Achievements

- Successfully sold pump parts, Loctite adhesives, and MBT bearings within the industrial market, providing tailored solutions to diverse client requirements.
- Built and maintained strong client relationships by addressing technical requirements and delivering reliable product support.
- Drove consistent sales growth through targeted strategies, technical expertise, and a comprehensive understanding of client applications.

Intern Sales Engineer

Jan 2022 – Apr 2022

KSB Pump Company Ltd, Lahore.

In my role at KSB Pump Company, I gained hands-on experience in changing pump and motor bearings, as well as replacing pump parts & mechanical seals.

Responsibilities:

- Gained hands-on experience in identifying pump and motor parts, including bearings and mechanical components.
- Assisted in replacing critical pump parts, such as mechanical seals, to ensure optimal performance and reliability.
- Supported the sales engineering team with technical insights on pump specifications and maintenance requirements.

Skills Acquired:

- Knowledge of pump and motor components.
- Practical skills in mechanical maintenance and part replacement.
- Enhanced understanding of pump systems and mechanical seals.

Trainee Plant Engineer

Jan 2024 – Feb 2024

Engro Polymer Chemical Ltd, Karachi

- Assisted in the supervision and monitoring of on-site activities, ensuring compliance with safety protocols and engineering standards.
- Supported senior engineers in the installation, testing, and commissioning of plant equipment and systems.
- Participated in routine maintenance checks and troubleshooting, contributing to the smooth operation of the chemical plant.
- Assisted in the preparation of technical reports and documentation, providing accurate records of site activities and equipment performance.
- Collaborated with the project team to ensure timely completion of tasks, maintaining effective communication across departments.
- Gained hands-on experience in process optimization and equipment reliability, enhancing overall plant efficiency.

EDUCATION

Certification in Industrial Pump Parts, Adhesive, Bearing Selection & Application	May 2022 – Present
Faisal Engineering Services	
Auto CAD 2D & 3D	Aug 2023 – Sep 2023
Descon Technical Institute	
Associate Electrical Engineer	Aug 2015 – Jul 2018
Govt. College of Technology, Sahiwal	
Bachelor of Arts	Jan 2019 – Nov 2021
Allama Iqbal Open University	
MBA–Master of Business Administration	Continue
Riphah International University	

SKILLS

Microsoft Office Word	Ability to Work in Team
Problem Solving	Teamwork
Customer Service	Creativity
Communication Skill	Decision Making
Leadership	Time Management
Multi-Tasking	Quick Learning

LANGUAGES

Urdu	English
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