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Top Skills

Microsoft Copilot
Managing Workflow
Microsoft Excel

Certifications

Marketing Benefits vs. Features
The Art of Sales: Fundamentals of Selling
Foundations of Digital Marketing and E-commerce
Excel and Copilot Fundamentals
Foundations of Project Management

Honors-Awards

Top IoT Engineer
Top Assistant Manager
Top Business development officer
Top technical Sales Engineer

Saud Rehman

Aerospace and Defence Engineering || Electrical Power Engineering || Master of Renewable Electrical Engineering || Technical Marketing Manager || Lead Project Engineer || Product Development Manager Islamabad, Islāmābād, Pakistan

Summary

Aerospace and Defence Engineering || Technical Marketing Manager || Electrical Power Engineering || Renewable Electrical Engineering || IOT Engineer || Product Development Manager || TOP Technical Sales Executive of last quarter 2020 || TOP Business Development Officer of 3 quarter of 2021 || TOP Assistant Sales Manager of 3 quarter of 2022 ||

Experience

National Aerospace Science & Technology Park (NASTP)
Technical Marketing Manager
May 2024 - Present (1 year 8 months)
Pakistan

As the Technical Marketing Manager at the National Aerospace Science and Technology Park, my role encompasses a dynamic blend of technical expertise and strategic marketing finesse. I delve into comprehensive market research, dissecting industry trends and competitor strategies to shape our marketing initiatives and guide product development endeavors. Crafting compelling narratives that bridge technical intricacies with real-world applications is my forte, ensuring that our offerings resonate with our target audience's needs. From meticulously curating marketing collateral to empowering our sales force with persuasive tools, I spearhead initiatives to drive engagement and bolster our market presence. Collaborating seamlessly with cross-functional teams, I orchestrate seamless product launches and cultivate meaningful relationships within the aerospace community. Through my dedication and strategic vision, I am committed to elevating our products and propelling the National Aerospace Science and Technology Park to new heights of success.

RENERGY SOLUTIONS

Lead Project Engineer
January 2024 - May 2024 (5 months)

Islāmābād, Pakistan

As a Project Engineer at Renergy Solution, I am excited to embark on a significant venture in South Asia, spearheading a multiple-megawatt renewable energy project. My dedication to propelling renewable energy initiatives forward aligns seamlessly with our commitment to sustainable energy solutions.

Specializing in CRM and Jira, I efficiently regulate project workflows, implementing cutting-edge management tools that have proven to enhance productivity by 20%. My role involves orchestrating end-to-end project lifecycles, ensuring timely delivery, and fostering collaboration across cross-functional teams.

With a profound passion for sustainability, I leverage my technical expertise in renewable energy technologies and data analysis to contribute to innovative solutions. This includes not only optimizing project management processes but also actively engaging in the integration of emerging technologies and practices to further our mission.

The upcoming project in South Asia presents a unique opportunity to make a lasting impact on the renewable energy landscape. Let's connect and collaborate to drive positive change, shaping a future where sustainable energy plays a pivotal role. #RenewableEnergy #ProjectManagement #Sustainability

Rapidev

Product and Business Development Engineer

October 2023 - February 2024 (5 months)

Islamabad, Islāmābād, Pakistan

As a Product and Business Development Engineer specializing in electrical engineering, I seamlessly merge technical expertise with a strategic business mindset. With a robust foundation in electrical engineering principles, I excel in driving sales initiatives, cultivating strong client relationships, and implementing targeted strategies to showcase the value of electrical products and services. My approach combines a deep understanding of technical intricacies with a keen sense of market trends, enabling me to not only meet but anticipate client needs. Collaborating seamlessly across multifunctional teams, I contribute insights for product development while staying attuned to industry shifts.

Exceeded goals by an outstanding 30%, showcasing expertise in promoting tailored solar solutions. Implemented Salesforce and Bill of Quantities, resulting in a 20% reduction in quote turnaround time. Streamlined collaboration through Jira, leading to a 15% improvement in project efficiency.

Spacedome

Product Development Manager

February 2023 - December 2023 (11 months)

Islamabad, Islāmābād, Pakistan

As a forward-thinking leader, I have spearheaded the end-to-end development of revolutionary AI

and IoT products, placing a particular emphasis on crafting innovative IoT solutions to drive enhanced

efficiency and automation. My role involves meticulously managing project timelines and resources to

ensure seamless execution, consistently delivering impactful results.

Within this dynamic landscape, I have been at the forefront of industry advancements in IoT technology,

staying abreast of emerging trends to strategically position our products. My commitment to excellence

is reflected in the continuous monitoring and optimization of IoT product performance, ensuring they

remain cutting-edge and meet the evolving needs of the market.

I excel in diligently gathering requirements and providing expert technical guidance, showcasing a

versatile skill set that spans both AI and IoT product development. This multifaceted approach has been

instrumental in achieving a groundbreaking 50% improvement in efficiency through the development

and implementation of cutting-edge technologies.

In addition to technical prowess, my strategic mindset comes to the fore as I orchestrate impactful go-to-market plans. These plans have not only elevated

product visibility but have also contributed to a

remarkable 40% increase in product adoption, solidifying our position as an industry leader.

My journey is marked by a passion for innovation, a commitment to excellence, and a relentless pursuit

of staying ahead in the ever-evolving landscape of AI and IoT. Let's connect to explore how my skills

and experiences can contribute to the success of your team or organization

SkyElectric Pvt. Ltd

Assistant Manager

December 2020 - January 2023 (2 years 2 months)

Islamabad, Islāmābād, Pakistan

Promoting tailored solar solutions, exceeding sales goals. Demonstrated solar product expertise, addressing queries effectively.

Utilized Salesforce, Bill of Quantities for precise quotes. Managed sales pipeline via Salesforce, leveraged Jira for collaboration

During my tenure as Assistant Manager at SkyElectric I achieved a 80% sales goal surpass, driving targeted marketing campaigns for significant market expansion in solar solutions. Instrumental in operational optimization, I implemented Salesforce and Bill of Quantities, reducing quote turnaround time by 40% and establishing our tech-savvy industry leadership. My role included championing Jira for a 25% improvement in project efficiency, ensuring seamless cross-functional team coordination. Additionally, I empowered the sales team through strategic product training sessions, elevating product knowledge by 20% for enhanced customer engagement. Identified and nurtured key strategic partnerships, expanding market reach, and leveraged Salesforce for effective CRM. Contributed to innovative marketing strategies, strengthening market presence and brand equity.

Education

COMSATS University Islamabad

Master of Engineering - MEng, Renewable Electrical Engineering · (February 2022 - February 2024)

COMSATS University Islamabad

Bachelor of Engineering - BE, Electrical and Electronics Engineering · (September 2016 - October 2020)