

# Fares Akhtar

**Address:** 93 Tremaine Drive, Kitchener, ON N2A 4M3

**Phone:** +1 (519) 616-3356

**Email:** [akhtar.fares@gmail.com](mailto:akhtar.fares@gmail.com)

**Date of Birth:** August 2<sup>nd</sup>, 1993



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## HEADLINE

Result oriented project leader with years of experience in project, sales and product management including developing and implementing in-house built applications. Detailed oriented professional that adapts to changing project requirements to meet business goals. Thrives in a fast paced environment.

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## WORK EXPERIENCE

### **Product Manager** 01/2020 - Present

*Mafna Air Technologies, Cambridge, On Canada*

Responsibilities:

- Managing a small team of developers for the development of the following in-house built software applications:
  - Submittal software
  - Quotation Software
  - Project Management Software
  - Healair
- Extrapolated user feedback, and prioritized pain points to address in product development resulting in 81% user satisfaction
- Communicated insights, documentation, requirements, scope and deadline to upper management through development process.
- Successfully led a team of the design & development of a new portable air sterilization unit to address airborne viruses, Healair.

### **Project/Sales Engineer** 04/2018 - Present

*Mafna Air Technologies, Cambridge, On Canada*

Responsibilities:

- Leading an international sales team in establishing sales plans and utilizing strategic selling techniques such as product presentations and demonstrations to strategically close sales.
- Evaluating and resolving technical feasibility, design optimization, and production issues.
- Overseeing new marketing campaigns designed to inform current and new clients about Healair.
- Performing market research to understand market requirements
- Demonstrating how Mafna products exceeds the needs of prospective clients through in person or virtual presentations
- Manage and creating new relationships with commercial building owners and large contracting companies
- Providing technical support to clients based in Canada and the United States.
- Prepared and reviewed engineering specifications, scope of

work, schedules of payments and other documents.

**Project Engineer**

04/2016 – 03/2018

*Mitchell Plastics, Kitchener, On Canada*

Responsibilities:

- Participated in new program launches for multiple injection molded automotive interior parts worth \$15 Million dollar in sales.
- Led pre-production activities such as troubleshooting mold flaws, dimensional analysis, testing and validation, gauge validation, requesting for quotations, and pre-production builds.
- Developed timeline and budget balance sheet for each project such as tool deliveries, validations, and other program launch activities to ensure projects are finished on-time and within budget.

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**EDUCATION**

2011 - 2016

**Bachelor of Engineering: Mechanical Engineering**

*University of Guelph - Guelph, On Canada*

- Member of Guelph Engineering Society.
- Elected to VP of Social Affairs for Guelph Engineering Society from 2014-2016.
- Elected to 3rd Year Class Representative for Guelph Engineering Society in 2013.

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**SKILLS**

- Microsoft Office package: Microsoft Word, Excel, Access, Visio.
- Database Operation: Microsoft Office Access.
- Programming: HTML, CSS, JS, WordPress Development.
- General: Communication, Leadership, Problem Solving, Customer Oriented.

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**ACHIEVEMENTS**

- Member of the Canadian Taekwon-Do Federation.
- 2014 Canadian National Taekwon-Do Champion.
- 2013 Provincial Taekwon-Do Champion.
- 3rd Degree Black Belt, Taekwon-Do.

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**INTERESTS**

Skiing, hiking, climbing, kayaking, fitness, cooking and traveling.