

Muhammad Haseeb

Sunrise Apartment, Block 1 Clifton, Karachi
03328278614 | haseebtes@gmail.com | Available to relocate

Summary

Insightful and proactive Engineer known for my ability to quickly establish rapport with clients & evaluating new business products. With a professional experience of more than one year in project management and sales at a multinational company, I have grown to be ambitious about understanding and meeting the needs of my customers. I believe in delivering quality and driving innovation at every step. Currently I am looking for a permanent role in an organization where I can contribute and grow with the company.

Experience

SALES ENGINEER | SIEMENS | SEPT 2017 – FEB 2018

Client facing technical sales role in the Power Generation Services department in Siemens Pakistan

- Provided technical support to clients for Compressors, Steam & Gas Turbines
- Our team achieved 65% sales target of \$25Million within first 5 months of the fiscal year
- Executed Remote Diagnostic and High-Speed Balancing project on SGT100 Gas turbine
- Actively involved in preparing quotations, tenders and procurement of associated parts
- Mapped the entire country's DresserRand fleet (400 Machines) after Siemens acquired their energy business
- Streamlined order tracking with Salesforce based on analysis of current & pipeline projects

ASST. PROJECT MANAGER | ZAFFAR ENTERPRISE | FEB 2017 – SEPT 2017

Project Management in a Local EPC Company in Pakistan working with electric utilities

- Assistant lead in two high value projects for installing Energy Meters and Arial Bundled Cables
- On site supervision including data entry of Site personnel and reviewing orders and invoicing on regular basis
- Gained OHS & Quality Assurance accolades due to the standard of work which also lead to my promotion
- Prepared cost estimates for a \$5Million Renewable Energy government tender
- Lead in diversifying business in to industrial automation sector (PLC & HMI)

INTERN ENGINEER | SIEMENS | JAN 2017 – FEB 2017

Intern in the Power Generation Services department

- Wrote narratives and secured a permanent role with the company after a vacancy was made available

Education

B.ENG HONS. | AUG 2016 | UNIVERSITY OF LEICESTER UK

First Class Honors in Electrical & Electronics Engineering

Related coursework: ▪ Power Generation, Distribution & Transmission ▪ Control Systems Theory

▪ Electrical Machines & Circuits ▪ Power Flow Analysis ▪ Management & Business

ALEVELS | AUG 2013 | BAYVIEW COLLEGE KARACHI, PAKISTAN

- Mathematics, Physics, Chemistry & Urdu

Skills & Software

- CAD Software – SolidWorks, AutoCAD & OrCAD Pspice
- Microsoft – Excel, Project & Word
- Sales & Project Management
- Perceptive communicator and excellent written and verbal skills
- PLC/HMI software Siemens simatic step 7 - 200

Volunteer Experience & Achievements

- **Formula Student UK** – Battery Design Engineer in the biggest student motorsport competition being the only team with a custom design battery system, finished 3rd position in UK EV category
- **OXFAM Australia** – Worked as a volunteer in Sydney for a month to learn about global issues closely
- **University of Leicester UK**- South Asian Scholarship holder and part of best Design & Business team
- **Bayview College** – Member of the student council and head of science & oratory society
- **Public Speaking** – Active debater having won several competitions and participated in HarvardMUN
- **Dr. Ruth Pfau Hospital, Karachi** – Worked as a voluntary receptionist and guide for the old patients
- **Certifications** – Solar Energy & Product Design from University of Delft Netherlands online program

References

Available on Request