SALES MANAGER / APPLICATION ENGINEER / BUSINESS DEVELOPMENT MANAGER

MUBEEN SHAHID

28 July 1986

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3 Skype id: aizdi1231

Lahore - Pakistan



"I hope to be working with an employer in an increasingly responsible position that enables me to utilize my talents and work closely with my colleagues in solving important problems. I see myself taking on new and exciting challenges in an enjoyable environment and hopefully this will be with your company."

Qualification

Bachelor Science in Mechanical Engineering (2009 - 2013)

D.A.E in Mechanical (2006 - 2009)

Earned 35 PDU's for PMP

Pressure Vessel Certificate from Govt. Punjab

Professional Skills & Abilities

- Comprehensive knowledge of project management guidelines, project cost estimation and forecasting
- Extensive knowledge of Non-Destructive Testing, switch mechanisms and Process Safety Management process
- In-depth knowledge of mechanical lighting techniques, thermography and data analysis
- Familiar with change management system, mechanical manufacturing and design process and computerized maintenance management system
- Possess strong communication, analytical and problem resolution skills
- Multitasking skills, with an ability to perform a task within deadlines
- Expertise in managing multiple projects under budget and within deadlines.
- Proficiency in computer systems and ability to use applications like Primavera, MS Project, Microsoft Office, AutoCAD, MATLAB, Operating system: Windows
- AutoCAD from Pakistan Industrial Technical Assistance Center Lahore
- As Maintenance Engineer for 4 weeks at Pakistan Railway Workshop Division Lahore.
- As Maintenance Engineer for 4 weeks at Ittehad Chemical's Limited kala shah kaku Lahore
- Industrial Electrical from Tevta Special Training Program
- Heat Exchanger Applications, Repair & Maintenance in Industry from ASME UET KSK Campus
- Tactic 7 minutes objective time from Rescue 1122 Lahore
- Industrial Management from Rustam & Sohrab Cycle Factory Shahdra
- Introduction to Six Sigma in Engineering & Services from University of Lahore

PROFESSIONAL EXPERIENCE SUMMARY

5 Years 3monts

Sales Engineer Lahore Division ADVANCE ELECTRONICS INTERNATIONAL

JUL, 2013 – NOV 2015

Diesel Gen Set's 10KvA to 1200KvA

• Gas Gen Set's 20KvA to 450KvA

Responsible for the following tasks:

- Pre-qualifications.
- Tender Bidding.
- Lead the sales Team with territorial segment.
- Provided quick and immediate response to emergency calls
- Monitored and maintained the equipment used in case of fire and other emergencies to ensure their being ready at any time.

DOOSAN, KABUTA

Arrange Seminars and presentation for Brand Promotions.



Sales Manager Punjab Region CRESCENT CORPORATION

DEC, 2015 - PRESENT

- HVACR components and raw material
- Brazing and Soldering Products
- Industrial and Refrigeration Tools

Responsible for the following tasks:

- Pre-qualifications and Tender Bidding. •
- Solve complex problems through the implementation of action plans.
- Provide training to customers on the usage of company products.
- Understand a client's business model and then use this information to create a plan of action.
- Lead the sales Team with territorial segment.
- Provided quick and immediate response to emergency calls
- Participated in many fire drills and workshops to enhance firefighting skills and to learn new combating techniques.
- Educated citizens and local people about measures to prevent fire outbreak in their homes and offices.
- Monitored and maintained the equipment used in case of fire and other emergencies to ensure their being ready at any time.
- Operated a variety of fire suppression tools and used rescue/protective equipment.
- Conducted thorough checks on the sites where fires occurred.

Software Used

- DORIN
- LU VE
- EMERSON
- Auto Cad
- MS Office

Languages

English (Fluent), Urdu (Native), Arabic (Reading)

Licenses

LTV / HTV

PAKISTAN ENGINEERING COUNCIL
 MECH/26625

PAKISTAN ENGINEERING CONGRESS
 INSTITUTE OF ENGINEERING PAKISTAN
 M18984

INSTITUTE OF RRSEARCH ENGINEERS AM1010004143
 PROJECT MANAGEMENT INSTITUTE 4959096

PROJECT MANAGEMENT INSTITUTE 4939096
 INTERNATIONAL ASSOCIATION OF ENGINEERS 154545

INTERNATONAL ASSOCIATION OF CS & IT
 80350650

PERSONAL DATA

S / O: SHAHID SALEH
Nationality: Pakistan
Status: Married

N.I.C No. 35200-7615974-5

AVAILABILITY

1 month notice