Kamran Aslam Rana.

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- Languages   English-Arabic-Urdu

Objective: Interested in the position of Sales Engineer/Supervisor/Coordinator with a growing company.

Work Experience:

- ***2016-Present***   ***Marhaba Security Solutions [L.L.C]***   ***Muscat, Oman.***
 .   ***(Sales Supervisor)***

- Achieving agreed sales and margin targets for CCTV / Security & Networking Systems Products.
- Planned and modified product configurations to meet customer needs.
- Documented account activities, generated reports, and kept records of business transactions with customers and suppliers.
- Diagnosed problems with installed equipment.
- Attended trade shows and seminars to promote products and to learn about industry development.
- Prepared and delivered technical presentations that explained products and services to customers and prospective customers.
- Offering after-sales support services.
- Electronic measurement and control devices.
- Design Projects for CCTV, Access Control & Structure Cabling
- Bring the Queries of Projects, make Quotes and Suggest Solutions.

- ***2014 - 2016***   ***Empressa Blue [PVT- Ltd]***   ***Lahore, Pakistan.***

(I.T Sales Engineer)

- Visited prospective buyers at commercial, industrial, and other establishments to show samples and catalogs, and to inform them about product pricing, availability, and advantages.
- Sold products requiring extensive technical expertise and support for installation and use, such as material handling equipment, numerical-control machinery, and computer systems.
- Secured and renewed orders and arranged delivery.
- Created sales and service contracts for products.
- Responsible for all sales activities.
- Maintaining existing, long-term relationships with customers.

➢ 2012 - 2014.   PTME [Promo Trade Middle East]   Hawalli, Kuwait
                                        (Sales Engineer)

- PTME has considerable expertise in a variety of Oilfield, Petrochemical, chemical applications, construction solutions, electrical and mechanical consulting and contracting in this part of the world.
- Airline Uniform & Onboard POS systems.
- Introducing range of products, Provide technical solution to generating   Enquires.
- Maintaining professional working contact with key suppliers and third parties.
- Designed and implemented sales plans, identified sale possibilities and
- Consistently met the sales goals as planned
- Arranged equipment demonstrations and ran equipment checks and trials to ensure safety and effectiveness.

➢ **2011 – 2012   AIES [Ahmed Iftikhar Engineering Solutions]   Lahore.**
    o **(Trainee Site Engineer)**

- A Telecommunication outsource based in Lahore.
- Configuration of BTS.
- Installation of 3 G service (Telenor Projects).
- Installation of M.O files.
- Obtaining Data from BTS via LMT software.

Education:

- 2007 - 2011   **(BS TELECOMMUNICATION)(Engineering)**
  (CGPA 3.3)

Trainings:

➤ (Telecommunication):
- **2012   BSS (Base station subsystem)**
  (HUTIC- Lahore)
- **2012   MSC (Mobile Location Register)**
  (HUTIC- Lahore)
- **2012   HLR (Home Location Register)**
  (HUTIC- Lahore)

(Networking):
- ➤ *2019   NSE 1 & 2 (Network Security Expert-Fortinet)*
- ➤ *2018   HCSA(*Hikvision *Certification Security Academy)*
- ➤ *2013   CCNA-R&S (Cisco Certified Network Associates- Routing Switching)*
- ➤ *2013   CCNP R&S(Cisco Certified Network Professionals - Routing Switching)*
- ➤ *2013   CCNA- VOICE (Cisco Certified Network Associates)*

Key Skills:

- Great customer service & communication skills
- Ability to gain customer confidence in the shortest span of time and build customer relations.
- Ability to assess every different customer's needs.
- Able to effectively meet sales goals.
- Great negotiating skills & sales skills.

➤ (Windows & office Tools):
- Windows 97-2000-XP-7-8-10- MS Excel-MS Word-Office- MS PowerPoint.

➤ (Programming Languages):
Visual C, VHDL, C++.

➤ (Soft wares):
- Adobe Premiere- Kiel- Auto Cad- Adobe Movie Maker- GNS3- Packet Tracer- Cisco IP Communicator- Eagle.

- ➢ **Some of Reference Projects Achievements in Oman:**
  - **Safeer Mall-Sohar:**
  - (CCTV & Surveillance Project)
  - *Fish Market-Mattrah:*
  - (CCTV & Surveillance Project)
  - **Shifa al Jazeera Hospital-(Al-Khuwair):**
  - (CCTV & Surveillance Project)
  - **Al-Rassasi Perfumes (Oman Outlets):**
  - (CCTV & Surveillance Project)
  - **Arabisc Ceramics (Oman Outlets):**
  - (CCTV & Surveillance Project)
  - *Philippines Schools-Muscat (2 Outlets):*
  - (CCTV & Surveillance Project)
  - *Dakakeen Supermarkets-Muscat:*
  - (CCTV & Surveillance Project)
  - *Sharaf DG-Nizwa:*
  - (CCTV & Surveillance Project)
  - *Pearl Laundry (Oman Outlets):*
  - (CCTV & Surveillance Project)
  - *Renna Mobile-Head office:*
  - (CCTV & Surveillance Project)
  - *Muscat Clearing and Depository (MCD):*
  - (Access Control System)
  - *Change Burger-Bosher Branch:*
  - (CCTV & PA System)
  - *Hayy Café-Bosher Branch:*
  - (CCTV & PA System)

Reference: Will be provided on demand.