



Muhammad imran ul haq

My Contact

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district toba tek singh

Personal Information

Father name: kamal din

Languages known: Arabic, English

Date of birth: 30:03:1987

Marital status: Married

Nationality: Pakistani

Visa status: currently on employment visa

Education Background

- Bachelor of Technology (Mechanical) : 2009
- Associate Mechanical Engineering (D.A.E) : 2005

● **Technical courses and credentials**

✓.Successfully completed 36 SKF Distributor College Courses on rotary equipment (All Kind of Bearings, Lubrications, Power Transmission Product, Maintenance tools & Oil Seals etc).
o Technical Training on Bearings technology & Maintenance tools from NTN-SNR.
o Got SKF Business award in 2008 for highest sales in Power Transmission Products
o Got Best Social Initiative Award in 2008

✓.Technical trainings (CMP) certified maintenance partner maintenance tannings like balancing Alignment thermography and condition monitoring systems. 2012

Why Muhammad Imran ul haq

- Highly technical skilled & Senior Sales Executive with more than 10 years experience.
- Holding professional degree those complement me better understanding about technical and commercial aspect (Bachelor in Mechanical).
- Innovative problem-solver, detail-oriented and analytical organizer with ability to identify problems & research solutions, able to make effective decisions, design & implement SOP's and Sales Protocols.
- Details knowledge about applications of Industrial customers and able to perform as a solution provider.
- Independently conduct technical meeting and technical seminar at customer premises.
- Strong believes on knowledge sharing and updated with new products and their targeted customers.
- Team player with quick learner and flexible to adopt.
- Proven Sales Leader who has demonstrated effectiveness in managing people, systems and resources while meeting corporate goals, proficient interpersonal communicator, adept in Sales reporting verbal and written.
- Self disciplined, confident and convincing.

Core competencies include

- Business Development & Expansion
- New Product Launches
- Executive Negotiations & Presentations
- Sales Team Building , Leadership
- Key Account Relationship Management
- Market Planning & Positioning
- Multi-channel Product Distribution
- Building Alliances & Partnerships

Work Experience

Al-Imtiyaz-Integrated for industrial and Automatic parts (country manager sales for UAE and Sudan)

2018 to 2020

PAK ASIA GROUP

Regional Sales Manager

Responsibilities:

- Deal in FAG, NTN, SNR & VISTA products like Bearings, Mounting and dismounting tools, Small condition monitoring tools, Greases.
- Responsible for Sales, after sales support, technical influences, timely delivery, recovery, inventor management, audit, branch expenditure, team management, ROI & P&L report.
- Identified the potential customers in respective region in Cement, Power, Food & Beverages, Fertilizer, Sugar, Textile and allied customer and share our knowledge with them through seminar and face to face meeting.
- Developed customers trust on Japanese origin bearings and offer them after sales support
- Developed strategy for better customer understanding with market mix structure scenario
- Follow-ups and maintained records of all customer contacts.
- Be in contact with customers through e-mails / Telephonic / Meeting and updated them regarding products innovation and success stories

SKF Pakistan (Pvt.) Ltd (The knowledge Engineering Company) Sales and Application Engineer

- Responsible for Southern and Northern regions of Pakistan
- Deal in Power Transmission Products (Belt Drive, Chain Drive, Couplings, Taper Lock Bushes, Smart Tools Belt Alignment & Laser Shaft Alignment tools, Bearings & units, Lubrication and its system, Seals, Maintenance and plant reliability Products etc.)
- Detail knowledge about plant reliability condition monitoring tools like SKF analyzer, non-contact thermometer, infrared thermometer, thermal imager, Sound pressure meter, Stroboscope, trasonic leak detector, Oil check monitor, Vibration pen, Micro vibe, Marlin Condition detector etc.
- Sell products which cover different segments like Cement, Fertilizer, Power House, Food & Beverages, Sugar, Textile, Feed, & Allied Industries.
- Developed marketing and sales strategies according to client's requirements and related products.
- Developed action plans and schedules to identify assigned targets.
- Follow-up all quotations by putting the references of existing customers (with permission)
- Present proposals and quotations for clients in effective and efficient way.
- Identified and resolve client's concerns/problems by providing best technical support
- Regular preparation of status reports including activity, closings, follow up and adherence to goals set.
- Perform special and customized assignments.

Maple Leaf Cement Plant, Pakistan

- Trainee Engineer