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Procurement and sales Manager

Professional Summary

Strategic and results-driven Procurement and Sales Manager with seven years of experience in the electrical industry. Expert in optimizing the full supply chain, from strategic sourcing and contract negotiation that secures significant cost savings, to developing sales strategies that consistently exceed revenue targets. Proven ability to translate deep technical knowledge into profitable business growth and strong relationships with both suppliers and clients. Adept at leading cross-functional teams to drive operational efficiency and financial success.

Work experience

2024-05 to 2025-06

Procurement and sales Manager

MAT Solar Company, Lahore Pakistan

- Oversaw procurement and supply chain operations to ensure timely acquisition of materials, minimizing delays and optimizing cost efficiency.
- Developed and maintained relationships with suppliers to secure competitive pricing and quality assurance for solar energy products.
- Directed sales strategies to drive business growth, achieving measurable increases in revenue and market share within the renewable energy sector.
- Monitored market trends to identify new opportunities, aligning procurement practices and sales initiatives with industry demands.
- Conducted contract negotiations with vendors and clients, ensuring alignment with company objectives while fostering long-term partnerships.
- Supervised cross-functional teams, promoting collaboration between procurement, sales, and logistics departments to streamline processes.

2023-06 to 2024-04

Electrical Engineer (Solar System)

ORBTECH ARABIA Al Amir Mitab-Al Merqab Dist.AlJubail, KSA

- Designed and developed electrical systems and components for industrial applications, including schematics, wiring diagrams, and control panels
- .Led electrical engineering projects from concept to completion, ensuring adherence to budget, timeline, and technical specifications
- .Coordinated with cross-functional teams (mechanical, civil, instrumentation) for the integration of electrical systems.
- Performed system analysis and troubleshooting to optimize electrical performance, addressing and resolving issues in equipment and systems.
- Supervised installation and commissioning of electrical equipment, ensuring compliance with industry standards and safety regulations.

- Ensured adherence to local electrical codes and safety regulations through regular audits, risk assessments, and corrective actions.
- Managed project budgets, optimized resource allocation, and ensured projects were completed within cost and scope.
- Researched and implemented new electrical technologies to improve system performance, efficiency, and competitiveness. Collaborated with and trained junior engineers and technicians on best practices in electrical engineering and system maintenance.

2021-09 to 2023-05

**Assistant Engineer Electrical site
Haier Group Corporation Lahore**

- Supervision and coordination of electrical work at the labor site to ensure adherence to project specifications and deadlines.
- Oversight of electrical systems, installations, and maintenance activities to guarantee compliance with safety regulations and standards.
- Delegation and monitoring of tasks among the workforce for efficient workflow management and optimal utilization of resources.
- Inspection and troubleshooting of electrical equipment to identify issues, reduce downtime, and maintain operational efficiency.
- Collaboration with project managers and contractors to ensure seamless execution of electrical installations within project timelines.
- Implementation of quality control measures to maintain high standards in all aspects of electrical site operations.

2019-01 to 2021-09

**Site Engineer Electrical
Messi enterprises pvt limited, Vehari Industrial
Estate Site, Pakistan**

- Supervised the installation of power transmission networks, including overhead and underground systems.
- Coordinated the deployment and testing of distribution transformers to ensure efficient energy distribution.
- Oversaw transformer installation processes, ensuring adherence to safety standards and operational functionality.
- Managed the implementation and commissioning of protection equipment within the transmission network.
- Conducted energization procedures for lines, including earth system setup and comprehensive testing protocols.

2016-08 to 2017-06

**Research Assistant, Teacher Assistant
High Voltage Lab, University of Engineering and
Technology Lahore, PK**

- Conducted continuous monitoring of energy consumption patterns within a university hostel to analyze power usage trends.
- Developed a comprehensive Power Regulation System designed to optimize energy management and resource allocation.

- Provided actionable insights to authorities for decision-making regarding the installation of new distribution transformers.
- Evaluated maintenance needs and recommended upgrades for existing transformer systems based on data-driven analysis.
- Contributed to identifying and addressing system complexities, ensuring cost-effective and efficient power regulation solutions.
- Enhanced overall system reliability and operational efficiency through detailed monitoring and innovative design approaches.

Education Details

2021 to 2023	MS Electrical Engineering MNS University of Engineering Technology Multan
2013 to 2017	BSc Electrical Engineering University of Engineering & Technology Lahore,
2011 to 2013	Fsc pre engineering BISE Multan
2008 to 2010	Matriculation BISE Multan

software and Skills

Software

- **MS Office Excel Power Point**
- **MATLAB Simulink.**
- **Power World Simulator**
- **Latex Video Editor**
- **FEMM analysis.**
- **C++, C language,**

Strengths

- **Customer Service Skills**
- **Technical report writing**
- **Hardworking persuasive**
- **Power system operations**
- **Power system Protection**
- **Power system Quality control**

References

Reference will be furnished on demand