

# MUHAMMAD SAJID ALI



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Date of Birth: 19/06/1990 | Marital Status: Married | Postal Address: Haideri Kitab Ghar, Layyah Road, Garh More, Tehsil Ahmad Pur Sial, District Jhang- PAKISTAN.

- An instrumental and extremely knowledgeable Mechanical Engineer with solid expertise in “Production, Logistics, Marketing and Sales”.
- Solutions focused and Industrious Engineer with extensive experience. Extremely capable to manage challenging projects that promotes growth through independent and group achievements.
- An expert marketing professional skillful in accomplishing marketing and sales objectives by planning, developing, implementing, evaluating, advertising and trade promotion programs along with developing field sales action plans.
- Reaching out to new customers and making presentations or pitches outlining the benefits of products.
- Understanding the client requirements and then customizing the product/services as per their needs.
- Last but not least, Engineering career, started as a **Trainee** and gradually moved up to the ladder to **Deputy Manager**, from scratch to professional, he definitely have the right blend of skills to add value to your organization.

## ACADEMIC QUALIFICATIONS

<b>University Of Wah, Wah Engineering College Wah Cantt, Pakistan</b> B.Sc Mechanical Engineering	<b>2012</b> 2.695/4.000
<b>Board Of Intermediate &amp; Secondary Education–Lahore, Pakistan</b> F.Sc (Pre-Engineering)	<b>2007</b> 769/1100
<b>Board Of Intermediate &amp; Secondary Education –Faisalabad, Pakistan</b> Matriculation (Science)	<b>2005</b> 684/850

## PROFESSIONAL EXPERIENCE

### Internee Engineer

**Pakistan Ordnance Factories (POF) Wah Cantt–PAKISTAN**

(12<sup>th</sup> July 2011 to 06<sup>th</sup> August 2011)

### Subject Specialist (Physics)

**Mohsin Higher Secondary School Garh More, Jhang-PAKISTAN**

(01<sup>st</sup> Nov 2012 to 07<sup>th</sup> March 2015)

### Deputy Manager – Production, Logistics Executive, Marketing and Sales

**Chenab Engineering Works & Foundries (Pvt) Ltd. Faisalabad–PAKISTAN**

(10<sup>th</sup> March 2015 – to date)

## **Major Responsibilities/Accomplishments Include;**

- In-Charge of Productions for Tractors Crankshaft (Massey, Fiat, Belarus) of machining line.
- Managing the Labor and machining Process for a Tractor Crankshaft line involves balancing precision with efficiency, while ensuring worker safety and high quality and get maximum output as maximum possible.
- Managed the Crankshaft Department operations, maintenance and department including spare parts, budget and compliance with environmental and safety regulations.
- Attending production meeting and forecasting production requirements.
- Responsible for preparing and review production schedules for the products, analyzing the material, equipment and tools requirements according to production plan.
- Minimized rejections and quality cost by controlling process parameters.
- Coordinating with Quality Control to managing the work flow to maintain efficiency.
- Managed Sales operations for Tractor Parts, Gear Parts, and H.I.T (Heavy Industries Taxila) grade components across in Domestic and Export Markets.
- Coordinated with Production, Warehouse, Transport teams for timely dispatch of Tractor Parts and (H.I.T) Parts.
- Ensured on-time deliveries for sensitive projects including (H.I.T) approved Tank parts and Military components.
- Coordinate and monitor supply chain operations of DGP/Defense Products including H.I.T or other Military grade parts, Track Chains of (Tank Al-Khalid) & (Tank Al-Zarrar) Parts in EME (Electrical Mechanical Engineering) Workshops and concerned Military Units.
- Generate and analyze CRM (Customer Relationship Management) reports to manage Client communications, monitor sales performance for Tractor parts and DGP/HIT Products.
- Utilize CRM reports to support the sales team, marketing strategy and customer service performance reported to directly higher management for decision making.
- Coordinate with H.I.T/DGP and Military logistics units for delivery timelines.
- Responsible for recruiting and managing transport vehicles to ensure timely and secure delivery of Tractor parts and H.I.T/Defense components.
- Arrange necessary documents from EME (Electrical Mechanical Engineering) Workshops to ensure payment release from CMA (Controller Military Accounts) Multan, Karachi.
- Gather customer feedback and market insights on features or performance areas that matter most to end users and translate these insights into product improvements.
- Collaborate with Vendors, freight agents, and defense procurement team for smooth supply chain execution/Operations.
- Attend trade fairs, Workshops Conferences and seminars to promote the product and take note of consumer's response towards the products.
- Managed customer relations and developed effective ways to engage with customers.
- Conduct market surveys to consumer's need identification and research on them and develop the plan accordingly.
- Responsible for managing all processes related to Supply Chain, Logistics, Marketing and Sales reporting directly to Director Operations for strategic decision making.

## **AREAS OF STRENGTHS AND SKILLS**

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|--|---------------|
| ➤ Production                                   | ➤ Sales &     |
| ➤ Strong Communication and Presentation Skills | ➤ Marketing   |
| ➤ Industrial Product Marketing                 | ➤ ERP/Excel   |
| ➤ Dealer Network Management                    | ➤ Reporting   |
| ➤ Supply Chain Management                      | ➤ MS Office   |
| ➤ Excellent Technical Knowledge                | ➤ Good Team   |
|  | ➤ Work Skills |