



Adnan Zaidi

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OBJECTIVE

To achieve a sound position in the corporate world and work enthusiastically with a team to achieve the goal of organization.

EXPERIENCE

September
2022 -
Present

- **Sr. Marketing Executive**

Vepolink Technologies LLC

- speak to customers, either face to face or over the phone
- gain an understanding of customers' specific business needs and apply product knowledge to meet them
- ensure quality of service by developing a thorough and detailed knowledge of technical specifications and other features of employers' systems and processes, and then documenting them
- carry out cold-calling in order to create interest in products and services, generate new business leads and arrange meetings
- identify and develop new business through networking and follow-up courtesy calls
- prepare and deliver presentations and demonstrations of software to customers
- market and promote a portfolio of products by writing and designing sales literature and attending industry events
- maintain awareness and keep abreast of constantly changing software and hardware systems and peripherals
- develop effective sales plans using sales methodology
- provide technical advice to customers on all aspects of the installation and use of computer systems and networks, both before and after the sale
- advise on software features and how they can be applied to assist in a variety of contexts such as accounting, manufacturing or other specialist areas
- meet sales targets set by managers and contribute to team targets
- network with existing customers in order to maintain links and promote additional products and upgrades
- handle hardware or software problems and faults, referring on to specialist technical colleagues where appropriate
- respond to tender documents, proposals, reports and supporting literature
- manage workload in order to organise and prioritise daily and weekly goals
- contribute to team or progress meetings to update and inform colleagues.

June
2018 -
August
2022

- **Sales Engineer**

Swam Pneumatics Ltd

- Assigned the task of preparing budgets for rotating Equipments purchase to meet project.
- Handled responsibilities of assisting senior rotating engineer in providing guidelines.
- Performed the tasks of preparing proposals as well as provided support in

construction.

- Performed the tasks of all maintaining Equipments records.
- Ensuring that the rotating Equipments meets the set organizational standard and policies.

EDUCATION

2018

- **B.tech (ME)**
DIT UNIVERSITY

SKILLS

Interpersonal skills



SCADA



AUTOCAD



HELPDESK MANAGEMENT



Python



AI & ML



LANGUAGES

- English
- Hindi
- Urdu
- Arabic