

# Kamran Ali Shahzor

*A Passionate Marketing & Sales Professional with expertise in Supply Chain Management*

**Email:** kamranali.brohi@hotmail.com

**Contact No.** +92-3332654716

## Why **Kamran**?

- ❖ Skillful to introducing process changes to achieve organizational objectives which are usually focused on quality improvement, cost reduction and schedule acceleration
- ❖ Result oriented engineer with extensive knowledge of business planning and managing marketing aspects of an organization

## AREAS OF PROFESSIONAL STRENGTHS AND ENABLING SKILLS

- ❖ Supply Chain Management
- ❖ Sales Management
- ❖ Sales & Services
- ❖ Marketing
- ❖ Business Development
- ❖ B2B Sales
- ❖ Strategic Negotiations
- ❖ Communication Skills
- ❖ Consumer behavior
- ❖ Sales Distribution
- ❖ Budgeting & Reporting
- ❖ Quality Assurance

## PROFESSIONAL EXPERIENCE

### **HB Engineers**

Worked as "**Sales Engineer**", May 2016-January 2018

#### **Responsibilities:**

- ❖ Prepare and deliver technical presentations explaining products or services to customers.
- ❖ Management of customer's profile.
- ❖ Confer with customers and engineers to assess equipment
- ❖ Product testing
- ❖ ERP management of Sales and Forecasting.

### **Hyderabad Engineering Company**

Worked as "**Site Supervisor**", March 2015 - 2016

#### **Responsibilities:**

- ❖ Sales and Supervision of E-Filling/ Documentation of AMR Meters Installation.
- ❖ Installation of ORD Equipments.
- ❖ Managing the timely Supply Chain of Products.

### **M/s Alig Construction Company**

Worked as "**Site Engineer**"-, Apr 2013-Jan 2015

#### **Responsibilities:**

- ❖ Sales and Continuous product development
- ❖ Market surveys of Chinese and Local Fiber Optic Cable
- ❖ Dealing with International Manufacturers
- ❖ Modifications for enhanced technology
- ❖ Process equipment designing and sizing
- ❖ Installation of electrical/ electronic equipments such as Aerial Bundle Cables
- ❖ Installation of Aerial Fiber Optics Cable across Karachi and Hyderabad
- ❖ Facilitate in project plans from concept to completion including milestones/timelines and management of Supply Chain of various cables

### **Fayakoon Engineering**

Worked as "**Assistant Officer**"-Jul 2012-Apr 2013

#### **Responsibilities**

- ❖ Market Analysis of Wireless and Wired Communication Systems
- ❖ Lead Sales Team for various products
- ❖ Installation and deployment of Fiber Optics Cable in Northern Pakistan

#### **Projects:**

- ❖ Research Analysis on performance of optical CDMA based WIR systems
- ❖ Comparative market analysis of Fiber Optic Cable.

## ACADEMICS

**Institute of Business Administration Karachi (IBA)-MBA Sales & Marketing Completed in Dec. 2018**

Master in Business Administration, also spent a semester as an Exchange Student at SHU-UTS SILC, Shanghai, China.

**Mehran University Of Engineering & Technology, 2011**

B.E in Telecommunication Engineering

## ACHIEVEMENTS

- ❖ Completed Intergenerational Brand Equity Research at SILC Business School Shanghai
- ❖ Executive council member for 2<sup>nd</sup> CPEC International Conference
- ❖ Telenor KaroMumkin show winner for best presentation among 3000 applicants