

SYED WASIQ SAFDAR (He/Him)

Presales & Business Analyst



www.wasiq.uk



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Results-driven with a proven track record in providing technical expertise and tailored solutions to support sales processes. Adept at collaborating with sales teams and clients to identify business needs, deliver product demonstrations, and develop customized solutions. Skilled in analyzing requirements, preparing proposals, and ensuring client satisfaction through innovative problem-solving and strong communication abilities. Passionate about driving business growth by bridging the gap between technical solutions and customer requirements.

FOREIGN TRAININGS

- **Maipu Global Training 2019 Chengdu-China**
April 06, 2019 to April 18, 2019
- **CISCO Fire-Jumper Training-Dubai**
Oct 22, 2017 to Oct 25, 2017

CERTIFICATES

- **Maipu Professional Network Expert**
Maipu Global Training 2019 Chengdu-China
Certificate ID MPNE-18097
- **Maipu Professional Design Associate**
Maipu Global Training 2019 Chengdu-China
Certificate ID MPDA-18076
- **CISCO Fire-Jumper Training Dubai**
Certificate of completing of cyber-security SEs in Network Security
- **VTSP-Foundation 2018**
VMware
Certificate ID CA-1570044
- **VSP-Foundation 2019**
VMware
Certificate ID CA-02920475
- **Sales Specialist Openscape Business**
Unify
Certificate ID I-132124

EDUCATION

Sir Syed Case University of Technology - CASE (2020-2022)
Masters in Science (Engineering Management)

National University of Computer and Emerging Sciences – FAST (2013-2017)
Bachelors in Science (Electrical Engineering)

SKILLS

Technical Software Hands-on

Proteus, MultiSim, Pspice, Kiel, Wireshark, CISCO packet tracer, Microsoft office, PREZI, AUTOCAD, COMSOL, HFSS, CST, Camtesia, VISIO, Filmora, Microsoft visual studio, Adobe Photoshop & Illustrator, Solution Configurator of Dell CISCO, Huawei, Lenovo, HPE, Supermicro, Maipu & Kaspersky.

Programming Languages

C++, C, Assembly, Python Basics

WORK EXPERIENCE

ENERGY SAVIOUR

Technical Monitoring Manager (Hybrid) 05 March, 2023 – Present

- Advise customers about free grants from the government.
- Generate lead and engage with customer end to end till installation.
- Conduct survey's and suggest best solution for customer as per their property.
- Book customer availability slots as well as do EPR.
- Advise customers about their EPC and Gas safe record.

TECHAVENUE

Pre-sales Manager (Remote) 03 March, 2022 - 21 Oct, 2022
Senior Pre-Sales Executive (on-site) 03 Jan, 2020 - 02 Sept, 2021

- Managing End to End submission of RFI/RFP's.
- Preparation of presentations about the products or services with all their values for the usage.
- Managing OEM's such as CISCO, Juniper, Fortinet, DELL, Maipu etc.
- Coordination and organization of demand generating activities.
- Engagement with the customers and interpretation of their needs.
- Derivation of advice for prospective products that are aligned with the customers' demands.

SNSKIES

Pre-Sales Manager (on-site) 01 Oct, 2018 - 02 Sept, 2021
Pre-Sales Officer (on-site) 24 April, 2017 - 01 Oct, 2018

- Managing End to End submission of RFI/RFP's.
- Attending meetings with business development managers and provide technical assistance.
- Putting together business cases for the sales teams to support their proposals.
- Working closely and collaboratively with customers to devise effective solutions.
- Ensuring that the company's product can deliver on the customer's requirements.
- Working closely with customers to understand and capture requirements.
- Replying to customers following requests for information and proposal requests.
- Presenting proposals to customers alongside members of the sales team.
- Providing ongoing support with the help of Engineers for customers post implementation.
- Producing detailed costing for customers and ensuring the contract is profitable.
- Engaged in Solutions like Virtual, HCI, VDI and SD-WAN all over the Pakistan.

STONEFLY

Technical Sales Manager (on-site) 10 Jun, 2019 - 18 Oct, 2019

- Technical Sound's to handle the customer.
- Prospect for potential new clients and turn this into increased business.
- Contact potential clients by growing, maintaining and leveraging the network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build technical relation with customers.
- Organize a meeting between client and technical resources.
- Plan approaches and pitches and implement them with the team.
- Participate in pricing the solution/Service.
- Handle the client by clarifying, emphasizing agreements

AWARDS & ACHIEVEMENTS

- Gold medalist in MS degree with High Distinction (3.84 CGPA)
- Dean's Honor list in bachelor's degree.
- Runner-up in videography competition in anticorruption awareness event.
- Highest score achiever in MPDA and MPNE exams in China.
- Won bidding projects for my organizations.

PUBLICATIONS

- **U-learning - Design and Evaluation of Evocative Learning Based Method for Futuristic AI Embedded Ubiquitous Training and Development Environment**
International Journal of Scientific & Engineering Research (USER) June 14, 2021
- **Video Games & Life Skills**
Journal of Strategy & Performance Management (JSPM) Vol 8 Issue: 4 year 2020

Interests & Hobbies

Online search about new technologies, Basketball, Cricket, Football, Hiking, Table Tennis, Painting, Reverse Engineering, Cooking, Videography, Acting, Video Gaming & Playing cards

Socials

Skype ID: syedwasiaqsfadar

LinkedIn ID: <https://www.linkedin.com/in/syedwasiaqsfadar>

Facebook ID: <https://www.facebook.com/syedwasiaqsfadar>