

Hafeez Awan

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622B Chapman Mills Dr,
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Customer Service Representative

Energy-conscious in terms of all type of resources, its impact on environment. Creative management professional with diverse and solid experience of energy saving via Building Management System.

CORE COMPETENCIES

Technical Skill

- Sound Knowledge of HVAC Control/BMS
- Estimation Techniques
- Writing Technical Proposal
- Vigilant to Specification and Compliance
- Quality Conscious
- MS Office Excel and Word
- Customer's Counseling and Coaching
- Information Security

Personal Skills

- Positive Attitude
- Detail Oriented
- Teamwork
- Adaptable/Resilience/Flexible
- Willingness to Learn
- Business/Working Ethics
- Customer Relation Management
- Self-Management
- Time-Management
- Fit for Multi-Culture Environment
- Ability to Work Under Pressure
- Analytical / logical thinking skills

EXPERIENCE

Sales Manager (Managing Engineer)

1999-2017

Siemens BT (Building Technologies), Siemens Ltd, Riyadh, Saudi Arabia

- Acquired and applied detailed knowledge of demand-based energy efficient solution, BMS and HVAC control products, and their applications for an operable system.
- Supervised/managed sales teams and met 100% targets in terms of agreed objectives like customer acquisition (2-3 new customer/year), order intake (\$CAD10M) for the solution provider team in central region of Saudi Arabia), gross profit margins, training to internal staff and customers.
- Prepared reports for Win/loss analysis of all opportunities including sales activity, forecast and order intake for further strategical measures.

Deputy Manager (Quality Assurance Manager)

1987-1999

Telephone Industries of Pakistan. Haripur, Hazara, Pakistan

- Managed and supervised testing activities and quality assurance for Siemens Digital Switching System (EWSD) including subsystems and subparts.
- Assured quality control by investigating and following specifications, defined procedures and guidelines for each and individual product/sub-product.
- Prepared and analyzed test reports and generated daily/weekly /monthly reports for further assessments and managerial reviews for improvement measures.

EDUCATION

Master's in Electronics (M.Sc.) in Electronics

1985-1986

Quaid-I-Azam University Islamabad, Pakistan

Bachelor's in Science (B.Sc.) with Math and Physics

1981-1983

University of Peshawar, Pakistan

COURSES

2010-2018

To develop business ethics and interpersonal skills;

- Your Signature – Your Responsibility
- Zero Harm Culture for Employees
- Employees Accountability
- Job Accountability
- Compliance in Business
- Team Building
- Time Management
- Practicing Project Management in sales
- Limits of Authority
- Protection against Social Engineering
- Open Source Software Basics
- Data Privacy
- Export Control and Customs
- Bringing Information Security to Life