



Umair Sohail Malik

Masters in Telecom Engineering | Sales Executive | ICT Professor/Trainer

Dubai United Arab Emirates | +971 58 131 8867 | umair_sohail89@outlook.com

LinkedIn: <https://www.linkedin.com/in/umairsm>

Results-oriented professional with a Masters in Telecom Engineering and a strong teaching background. Experienced Sales Executive with a year of success in client relations. Renowned Computer Science teacher with a global reputation for academic excellence. A versatile individual excelling in both educational and corporate environments, contributing to student achievements and project success. Eager to leverage diverse skills and academic background for educational excellence

Education & Qualifications

MS Telecom	(2014)	BAHRIA University Islamabad, Pakistan
B.S Electronics	(2012)	COMSATS Institute of Information Tech., Islamabad Pakistan
F.Sc	(2007)	Fazaia Inter College Chaklala, Rawalpindi, Pakistan
Matric	(2005)	Pakistan Islamia Higher Sec. School, Al-Ain – United Arab Emirates

Languages: Urdu – Native | English – Fair | Punjabi – Medium

Career Experience

• Sales Executive, Telling Telecommunication Holding Co., Ltd. – Feb 2021 – Dec 2023

Developed and maintained strong relationships with high-value clients, driving significant revenue for the company. Acted as the primary point of contact for addressing and resolving client concerns, ensuring their satisfaction and loyalty. Additionally, facilitated communication between internal teams and clients to coordinate seamless service delivery. Proactively engaged with Huawei sales teams assigned to each client, ensuring alignment of strategies and objectives.

Key contributions:

- Researched and identified new business opportunities and manage various tasks, including leads generation and cold calling. Compiled reports on account progress, goals, and forecasts for account teams and stakeholders.
- Prepared and delivered appropriate presentations to clients on products and services.
- Meeting with clients over the phone and in person to understand customer's needs. Offered products and services to the clients for the achievement of set objectives.
- Ensured the availability of stock for sales and demonstration. Participation on behalf of the company in exhibitions or conferences.

• ICT Teacher, Roots High Schools & College, Rawalpindi - September 2014 – October 2023

Working as a full-time computer teacher in one of the top educational institute of Pakistan Roots School System. Known and valued for maintaining high standards regarding **A* and A grades** most of the time. Plenty of students under tutoring have clinched scholarships in top international Universities worldwide.

Key contributions:

- Teach an area of the curriculum or a general curriculum to a year level.
- Monitor evaluate and report student progress in key learning areas.
- Implement strategies to achieve targets related to student learning outcomes.
- Maintain records of class attendance and recording student progress.
- Implement effective student management consistent with the school's strategic plan.
- Participate in professional development planning, implementation, reflection, and developing a professional portfolio.

Continued

• **Broadcasting Corporation Headquarters Islamabad –May 2012 - June 2012**

Worked as an internee at National Broadcasting House, **Pakistan Broadcasting Corporation**, Headquarters, Islamabad. During the internship, I proved myself as a talented and hardworking professional who was well conversant with operation of Broadcasting including **Dubbing, Editing/gadgets installed in this organization including operation of FM Transmitter**.

• **64 Composite Signal Battalion, Special Communication Organization –July 2009 – August 2009**

Gained basic working of TELCO gaining basic engineering skills in a diversified environment. Practically handled SCO equipment and had a fair idea about the **SDH/PDH** equipment, **SNET-SCO ISP, Optical Fiber** and **Microwave Communication**. Gained an obvious edge over fellow teachers because of hands-on experience on the **engineering tools/ equipment** thereby imparting more detailed and precise information to the students.

Awards & Accomplishments

- Award for Cultural Diversity in Pakistan Festival
- Certificate for Active Participation in all UN International Day & UNESCO ASP net activities
- Certificate for Research Productivity Award from COMSATS Institute of Information Technology.
- Certificate for International Bebras Informatics and Computational Thinking
- Certificate and Award Service Excellence in Roots School System
- Certificate for taking part in the International Conference and Exhibition of Pakistan Vacuum Society
- Certificate for Enthusiastic Participation in High Achievers Award Ceremony'2016 in Roots School
- Certificate for Enthusiastic Participation in High Achievers Award Ceremony'2015 in Roots School
- Certificate for Antenna Design Workshop
- Certificate for Microcontroller Interfacing Workshop.

Education Projects

- Publication: Investigation of Substrate Temperature Effects on Physical Properties of ZnTe Thin Films by Closed Space Sublimation Technique.
- Final Year Project: Fabrication and Characterization of ZnTe Thin Films by Using Closed Space Sublimation (CSS) Technique.
- Poster presentation in ISAM-2011 holds on Sep 2011 at NCP, QAU Islamabad.
- Nerve Sensor in Electronics
- Implementation of FM transmitter tuned to 89.094MHz in Antenna and Radio Wave Propagation –Completed September 2010

Technical Proficiencies

Excellent command on the simulation based interactive board ASK PROXIMA in the classroom, MATLAB, Kiel, Emulator 8051 PCB Wizard, P-Spice, Huawei NMS T2000, Express PCB Proteus, Lime Wire (PCB designing tool) and MS Office, PhotoScape, and Origin Lab.

Interests and Hobbies

Reading Books | Video Gaming | Playing Badminton, Cricket

Other Information

Visa Type: Visit Visa 60 Days

Visa Expiry Date: 20 February 2024