

Imran Ahmad

(Sales and Application Engineer in Pumps Division)



Current Address: Prince Sultan Bin Abdul Aziz Road, Near to Prince Sultan Military Medical City, Sulaimaniya Area, PO Box 240601, Riyadh 11322, Saudi Arabia.

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Career Objective:

Experienced Professional Sales and Application Engineer with a proven track record of selling Building materials specialized in pumps and HVAC systems with high degree of customer service skills. Seeking a responsible position as an Application and Sales Engineer in a dynamic working environment.

Experience:

Designation : Sales and Application Engineer

Company : Tawreed Co LLC (Sister Company of Faisal Jassim Trading Co. LLC, UAE)

Time Period : August 2015 – Till date

Responsibilities :

1. Making new customer by combing new project sites regularly and presenting our company product range. Generating new inquiries from these customers and getting the purchase order to meet the Divisional Target.
2. Visiting the existing project sites to provide the technical support and getting inquiries for the spare parts and replacement of existing pumps.
3. Reading and interpreting specifications and drawings received from customer.
4. Selection of pumps based on the specifications and water supply drawings and preparing the quotations based on the application and requirement.
5. Selection of **Xylem Pumps** (Previously known as ITT Corporation) for HVAC, Plumbing, Fire Fighting and Sewage Applications.

6. Generating Pump Performance Curves Using **Vogel Software** for **Goulds/Lowara/Vogel** Plumbing Pumps, **ESP Online Software** for **Bell & Gossett** Chilled Water Pumps, **Xylect Software** for Sewage Pumps and Online **AC Fire** for Fire Pump selections.
7. Preparing Compliance and Technical Submittal for the pump projects depending on the knowledge and experience and through open discussion channels with contractors and consultants.
8. Visiting the contractors and consultants to discuss the query on the technical submittal and explain them about our products.
9. Providing technical support to get the submittal approved from consultants and to grab the order to achieve the division sales target provided by management.
10. Providing knowledge to the Sales team about product and preparing supporting documents for product approval.
11. Coordination with Sales team, client, consultant, contractor etc.
12. Revising commented submittal for the approval of the Engineers/Consultant.
13. Responsible for the preparation and process purchase order and documents to the concerned department in accordance with company policies and procedure.
14. Advising the invoice in the preparation of actual billing documents.
15. Responsible for On Time material delivery at project site as agreed in the purchase order by coordinating to operation, logistic, accounts, finance team. Have a sound knowledge in logistic domain to get the custom cleared at Saudi Border.
16. Providing after sales support to the customer.
17. Maintaining & updating sales stages report and sending combing report to Division Manager at Head Office.
18. Doing Follow up to customer for submitted quotation, submittal, reply to comments, purchase order, payment terms confirmation and transaction of payment.
19. Effectively buildings loyalty and long-term relationships with customers while achieving all individual sales goal.

Some of the Prestigious KSA Projects in which I was part of:

- Umm Al Qura University, Mecca
- Ministry of Interior, KAP 4 different Project sites, Riyadh
- Ministry of Interior, KAP 2A, Site 6, Riyadh
- Princess Nora Bint Abdul Rahman University, Riyadh
- King Abdullah Economic City, Thuwal
- King Abdul Aziz City for Science and Technology, Riyadh
- Saudi Food & Drug Authority, Riyadh
- Rafal Living Project, Riyadh
- Al Khorayef Centre, Khobar
- Burj Ramla Tower, Riyadh

- UCIC Factory, Al-Kharj
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Education:

Name	School/College	Board/University	Year of Passing	Percentage
Bachelor of Technology (B-Tech) in Mechanical Engineering	ZHCET, AMU, Aligarh, UP, India	Aligarh Muslim University	2015	72.4%
Intermediate (12 th)	SSSC (Boys), AMU, Aligarh, UP, India	Aligarh Muslim University Board	2010	69.0%
High School (10 th)	Adarsh Janta Inter College, Tanda	Uttar Pradesh Board	2008	78.5%

Areas of Domain Expertise:

- Selection Software of Xylem (Previously ITT Corporation) Plumbing, Sewage and Fire Fighting Pumps.
 - MS Office and AutoCAD
 - Orion Software
 - MEP
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Major Skills:

- Specialized in Preparation of Quotation and Technical Submittal.
- Proposing Design for client's/Consultant's Approval.
- Efficient in preparing technical submittal in time.
- Maintaining & Updating sales stage report and follow up for payment
- Good quality of coordination with higher authorities as well Clients, Consultants, Contractors, Manufacturers.
- Aware the sales team about the product and to attend the technical meeting with Clients, Consultants, Contractors.

Strength:

- Professional approach to jobs and responsibilities assigned and result oriented.
- Excellent inter-personal skills, analytical skills and positive attitude in multinational environment.
- Contributing ideas on improving office procedures.
- Deep knowledge about procedure of Building Material's Trading and Quality Standards.
- Capability to read mechanical drawings and knowledge about MEP services.
- Team player, smart, presentable, unpretentious, friendly, flexible, ambitious, hardworking and self-motivating having power of reasoning abilities.
- Excellent command over English with good self-correspondence skills. Can speak Hindi and Urdu.
- High level of proficiency in MS Office, Outlook Email application, internet and AutoCAD.
- Learning and updating skills as new systems are introduced.

Personal Profile:

Date of Birth	-	11 th August, 1992
Permanent Address	-	Mohalla - Mushan, Mumtaz Ganj Post- Tanda District- Ambedkar Nagar, PIN-224190 State- Uttar Pradesh India
Marital Status	-	Single
Languages Known	-	English, Hindi, Urdu, Arabic (Beginner)
Indian Passport Number	-	N0924130
Saudi Residency Permit (Iqama)	-	Valid Up to 4 th April 2019
Saudi Driving License	-	Valid Up to 2023
