

ANSAR ABOO HAMEED

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KEY SKILLS AND COMPETENCIES

- Tender studies, reviews, compliances, Value Engineering proposal, arrange tabulation summary.
 - Data Form preparation to Suppliers for pricing.
 - Communicate with Factories for quotations and technical dossiers and submittals of the projects.
 - Pre costing sheet preparation of each project.
 - Price monitoring and dispatching to concerned Sales/branches.
 - Target price negotiation with Suppliers.
 - Follow-ups with Factories for pending quotes and discounts.
 - Budgetary pricing and value engineering.
 - Technical queries and explanation with Factories.
 - Responsible for layout drawing preparation. Drawings Approval issues.
 - Dispatching data form for manufacturing process to Suppliers.
 - Follow ups with Suppliers on status line.
 - Traffic analysis and case study.
 - Meetings with the client for approval matters.
 - Site visit and surveys whenever deemed necessary.
 - Solution provider to client with respects the requirements.
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PROFESSIONAL QUALIFICATIONS

Diploma in Mechanical Engineering, passed out in Year 2000 with Second Class Division.
3 Year full time course done from Oxford Institution, Bangalore, India.

BS Industrial Engineering Technology, currently doing off campus Distance education from
Birla Institute of Science - Pilani, Rajasthan, India.

Pre- University Degree in Science (Biology, Physics, Chemistry), from Sri Vyasa NSS College, Kerala.

PROFESSIONAL EXPERIENCE

- **May 2014 – Till with Hyundai Elevators Saudi Arabia as Manager Engineering & Sales Support.**

Department: Engineering & Technical Sales Support. Reporting to General Manager

Key Performance areas:

- Engineering Sales Support, Project Estimation & Pricing.
- Factory coordination for Techno Commercial Propositions.
- Timely coordination for post contract submittals & approvals.
- Tender reviews, biddings, budgetary price and technical proposals.
- Generating TDF for RFQ to Suppliers.
- Negotiations with Suppliers for discounts and price acceptances.

Prehistory Employment

- **Feb 2012 – March 2014 with ThyssenKrupp Elevator Saudi Arabia.**

Position: Sales Support Engineer. Reporting to Brach Head.

Responsibilities:

- Responsible for providing technical support for all projects at pre & post sales periods.
- Handling techno-commercial for major projects.
- Generate technical data files TDF for Quotations request to the Factories.
- Prepare offers using calculation tools, online tools like Inter Offer, Calko, Esmas and Genesis for different range of products within Elevators and Escalators.
- Prepare technical submittals, Rendering Designs along with presentations to provide supportive technical data for customer review and approvals.
- Prepare complex reports like Project matrix, Lift Schedule, Riser data and as well as compliance documents.

- **Jan 2009 – Nov. 2011 with ThyssenKrupp Elevator UAE – Abu Dhabi Branch, UAE.**

Position: Sales Executive. Reporting to Regional Sales Manager.

Responsibilities:

- Market survey and generating NI Sales enquiries.
- Responsible for monthly sales targets.
- Closing orders within profit range.

- **Feb 2008 – Dec. 2008 with ThyssenKrupp Elevator UAE – Head Office Dubai, UAE.**

Position: Sales Support Executive. Reporting to Sales Support Manager.

Responsibilities:

- Concentrated on Sales support engineering profile.
- Prepare Technical specifications for factory pricing.
- Prepare Quotations, tender bid submittals.
- Prepare complete GA Drawings for consultant approvals. Site survey and prepare as built drawings.

- **Mar 2003 – Sep 2007 with Hitachi Elevators - Al Futtaim Engineering L.L.C. Dubai, U.A.E.**

Position: Mechanical Draughtsman / Technical Assistant. Reporting to Engineering Manager.

Responsibilities:

- Prepare GA Drawings of Elevators & Escalators for client approvals using CAD.
- Prepare Manufacturing Specifications for Elevators / Escalators for pricing.
- Prepare Quotation, Tender Submittals, O&M Manuals, Pre-Qualification reports.
- Major Suppliers are Hitachi (Japan), Dover (US), LM (Germany), Alpha (Spain), Stannah (UK), XJ-Siemens (Germany-China), SKG (Germany).

- **Apr 2000 – Jan 2003 with INRIMT Ltd. Approved by State Govt. ISRO Layout, Bangalore, India.**

Position: Geomatics Executive – GIS MAP Essential. Reporting to Managing Director.

Responsibilities:

- Joined in GIS Department for preparing Digital Maps.

- Digitization and editing of various resource maps using (GIS) packages like Auto CAD Map, CAD Overlay, PC Arc Info, and Arc view.
 - Digitization of Base Maps and Village maps.
 - Vectorization of Satellite imagery, Contour Maps at 10, 20 Intervals. All the Transportation networks, Settlement Locations, Drainage and watershed boundaries.
 - Linking attribute data with the spatial data and Conversion.
 - Monitoring, QC, Installation of Software and training.
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CERTIFICATES AND AWARDS

- Certified training course for Sales of HYUNDAI Elevators, S.Korea.
 - Certified training course for Sales of JOHNSON Elevators, Shanghai.
 - Certificate of Appreciation for outstanding performance in HYUNDAI.
 - Completed Product & Factory Training of Suzhou Johnson Elevators.
 - Completed Product & Factory Training of Hyundai Elevators.
 - Completed Sales Training Course of Hyundai Elevators, Istanbul.
 - Certificate of completion training in Building Omniprenuers Course.
 - Certificate in Social Sector Leadership, Hass School of Business University.
 - Statement of Accomplishment Fundraising, Hass School of Business University.
 - Statement of Accomplishment How to Scale Social Impact, Hass School of Business University.
 - Statement of Accomplishment Organizational Capacity, Hass School of Business University.
 - Statement of Accomplishment Leadership, Hass School of Business University.
 - Certificate of Achievement Energy Efficiency in Data Center, by Schneider Electric.
 - Certificate of Achievement LEED, Energy University by Schneider Electric.
 - Certificate of Achievement Waste Heat Recovery, Energy University by Schneider Electric.
 - Certificate of Completion "A Breakthrough in Team Performance.
 - Certificate of Proficiency in MAP GIS TOOLS.
 - Certificate Course in Pro-e 2000i2.
 - Certificate of Training in AutoCAD.
 - Certificate Course in Computer Hardware Technician.
 - Certificate of Completion in Auto CAD.
 - Certificate Course in Advanced Diploma in Office Automation.
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REFEREES

Shall provide Upon request.

PERSONAL INFORMATION

Date of Birth : Jan. 3rd 1977
Nationality : Indian
Marital Status : Married
Driving License : Holding valid Indian, UAE, Bahrain and Saudi license.