



# Eisa Ibrahim Eisa Ali

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## Professional Skills

- HVAC , MEP & power generators sales, installation, operation and maintenance
- Designing, developing, installing and maintaining Mechanical systems and components
- coordinate and various mechanical projects management
- High ability to apply required specifications, focusing on economy, safety, reliability, quality and sustainability in work
- supply chain management and procurement

## Areas of Expertise

- Mechanical engineering
- Quality Engineering
- Engineering, Maintenance and Manpower Management
- Installation, Testing and Progress Monitoring
- MEP Systems
- Power Generators and Systems
- Project Engineering, Execution and Planning
- Regulatory Compliance & Adherence
- Resource, Budget (Savings) Management and Cost Controls
- Construction Industry
- Safety/Quality Control Standards
- Site Management
- Sub-Contractor and Supplier Management
- System Development
- Team Building & Leadership
- Procurement

## IT Skills

- Sound knowledge in Windows & Microsoft Office software
- Sound knowledge in AutoCAD software.
- Basic Knowledge in Python
- Basic Knowledge in Power BI
- Basic Knowledge in SQL

## About Me

A reliably, results-focused and quality-driven mechanical engineer, certificated project management professional with a progressive of +10 years experience in management, technical and engineering in Sudan construction and industrial sectors.

## Career Objective

In the pursuit of professional development, seeking a suitable level position in the related industries where my vast experience and relevant skills can be utilized towards the delivery of advanced Mechanical Engineering solutions.

## Professional Experience

21 Nov 2020 – Up to Date

### After Sales Service Manager (Cummins Department) Central Trading Company (CTC Group) – Sudan

- Manage service operations, department personnel, and the departmental budget.
- Manage all operations including service staff supervision
- Provide employees with timely and constructive performance feedback.
- Leads continuous improvement activities by reviewing, changing, and improving processes in line with changing customer expectations/organizational goals.
- Regularly reviewing key performance indicators for service operations and addresses issues.
- Ensuring that the volume of work produced meets company standards and ensures customer satisfaction.
- Establish positive and professional working relationships with key customers.

## Certifications

- PMI Professional in Business Analysis (PMI-PBA) – Baseline Training Center – 2022
- Project Scheduling Certification – EDUCBA Educational consultant [India] – 2021
- Scrum Fundamentals Certified (SFC™)–SCRUMstudy™ – 2020
- Advanced Supply Chain Management Certification– Outsource Training Center – 2020
- Certified Negotiation Associate (NCN-A) – NGstudy™–2020
- Project Risk Managing With Primavera Risk Analysis– Milestone Training Center – 2019
- Primavera P6 Professional Project Management – Baseline Training Center – 2019
- ISO 9001:2015 Internal Auditor Training Course–CTC Training Center–2018
- Project Management Professional (PMP) –The Project Management Institute (PMI) – 2017
- Six Sigma Yellow Belt Certified (SSYB™)– 6sigmastudy™ – 2017
- Procurement Best Practices – Chartered Institute of Procurement & Supply (CIPS) – 2017
- Advanced Certificate in Procurement and Contracting (ACPC)– Outsource Training Center 2015:
  - >> Procurement RtP.
  - >> Overseas procurement.
  - >> Suppliers’ management.
  - >> Negotiations with suppliers.
  - >> Contracts management.
  - >> Tender management.
  - >> E-procumbent.

## Education

2007

BSc in Mechanical Engineering  
University of Khartoum

## Personal Info

Address: Sudan-Khartoum –Omdurman  
Date of Birth: 12 Aug 1984  
Nationality: Sudanese  
Marital Status: Married  
Languages: Arabic, English  
References: Available upon request

## Professional Experience

23 Dec 2015 to 20 Nov 2020

### Project Engineer (LG Department) Central Trading Company (CTC Group) – Sudan

- Prepare projects budget, and managing all project expenses.
- Determine the required materials quantities for the project precisely according to the approved shop drawings to avoid any unacceptable deficiency in the materials which leads to project delay.
- Determine the required materials quantities for the project precisely according to the approved shop drawings.
- Coordinate with other projects engineers, the suppliers, inspect sites, materials quality and quantity and follow up installation materials status during the project
- Leading and directing installation and subcontractors’ teams, prepare daily tasks for laborers and follow up technical site activities.
- Prepare projects documentation, submissions, inspections, shop and as built drawings for consultant approval.
- Prepare Project progress reports.

1 Jun 2013 to 22 Dec 2015

### Maintenance Engineer Abuabid International Group for investment – Sudan

- Supervising installation and commissioning and maintenance of Generator Sets (including all Electrical wiring and ATS units) suitable for Zain Telecommunication Networks sites
- supervising routine services of power equipment according to manufacturer’s specifications
- Supervising major overhauls and Emergency repairs
- Managing Fuel Supply to Networks sites
- Coordinating Manufacturing of fuel tanks, this includes metal works and installation, grounding and piping works
- Supervising installation, commissioning and maintenance of Air Conditioning Systems required for Zain Telecommunication Networks sites
- Managing all major and minor services (most services are carried out on location)

14 Sep 2009 to 29 May 2013

### Sales Engineer Switch for Trading and Engineering – Sudan

- Searching for new clients and maintaining existing relationships.
- Managing and interpreting client’s requirements.
- Making technical presentations and demonstrating how a product will meet client needs.
- Preparation of client’s offers.
- Negotiating and closing sales by agreeing terms and conditions.
- Co-coordinating sales projects.
- Administering client accounts.
- Liaising with other members of the sales team and other technical experts to solve client problems.