

Siddiqui Taufiq Ahmed

(Bachelor of Mechanical Engineering)

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Objective:

Seeking assignments in an organization of repute where I can utilize my skills and knowledge for the growth and development of the organization.

Strengths:

- Sales Engineer with more than 7 years of Experience in Sales of Carbon Steel Pipes, Pumps, Multi-Cable Cable Transit / Cable Seals and other products represented by the Company.
- Has 2 Years of relevant experience in Production and Manufacturing in previously worked Companies.
- Have hands-on experience on AutoCAD Drafting and Design Software.
- Have hands-on experience on Microsoft Office Tools, Adobe Pdf and Image Editing, Microsoft Outlook, Team viewer, Microsoft Teams, and Skype.
- Knowhow of ASNT NDT Procedures.
- Oral and written Communication skills, Interpersonal skills, Management and organisational skills.
- Sincere & Hardworking with strong belief in Leadership and Team work.
- Willingness to learn. Enthusiasm and personal drive. Positive attitude.

Work Experience:

Feb 2015 to Present

Employer: **Al-Alamia Engineering & Technical Services LLC, Qurum, Muscat.**
(A leading specialist oilfield equipment and services supply company in Sultanate of Oman incorporated in the year 1996 and representing world's leading oilfield equipment manufacturers and suppliers)

Position: **Sales Engineer**

Responsibilities:

- Responsible for handling business activities related to Carbon Steel Pipes, Centrifugal Pumps, Spare parts and Aftermarket Services, and other trading enquiries.
- Looking after Project Sales for Major Products represented by Company (Mainly Pumps and Carbon Steel Pipes).
- Preparing Budgeted Sales Plan based on the upcoming projects and working with Sales Team towards achieving the Set Goals.
- Succeeded in Handling and Winning Online Bidding for Various products Single handedly
- Preparation & submission of Technical and commercial Proposals, Follow-ups & Negotiation, Market research, Order Conversion, Execution and Order close-out.
- Follow up with various Operators, Contractors and EPC Bidders for generating and receiving the enquiries for the company represented products.
- Participation in Tenders by Identifying the Probable Bidders and submitting the Proposals through them to ensure maximum reach and to increase our chances of winning.
- Preparation of all the documentation required for Pre-qualification, Tender submissions and Post Award Documentation.
- Visiting the clients and making relations with them, for the growth and development of Company's business
- Attending the Business review and follow up meeting with Principal / Manufacturer from time to time to review the Projects at Hand and to make strategies towards achieving the Projected Sales.

- Attending the training sessions organized by the Principal / Manufacturer to learn more about the latest developments in the Products and Services offered by the Company.
- Attending the Exhibitions and Events related to Company's interest in order to look for New Products / Manufacturers to collaborate with them for participating in Upcoming Tenders and Projects.
- Products / Principal dealing with;
 - ❖ Arabian Pipes Company (KSA),
 - ❖ CELEROS FT (Previously SPX Clyde Union Pumps (UK / USA),
 - ❖ SPX Bran+Luebbe,
 - ❖ Encore Combustion & others.
 - ❖ ROXTEC Cable Seals,

July 2013 to October 2014

Employer: **Mode-tech Engineering Private Ltd, Rabale, New Mumbai**
 (An Indo-Italian joint venture specializing in manufacturing of Failsafe Electro-mechanical brakes, Brake-motors and Rectifiers. Authorized Representative for **Temporiti SRL** Failsafe Electromagnetic brakes (Italy) for Indian Region)

Position: **Production Engineer**

Responsibilities:

- Looking after production of Spare-parts for the Failsafe Electro-Mechanical Brakes used in Overhead Cranes and lifts.
- Planning the daily and monthly production, setting targets for production, assigning task to labours, follow up with sub-vendors, to ensure timely production and meeting the target dates.
- Preparation and updating the drawings (on AutoCAD) and documentation from time to time, to ensure continuity and Quality assurance.
- Troubleshooting the issues in production to ensure minimum downtime and maximum output.
- Inspection and Quality check for the raw materials, sub-vendor supplies, in-process and finished Products. Preparing the QC documentation and getting the necessary approvals.
- Looking after the purchase of raw materials, consumables, tools, and various items required for production. Managing and maintaining the stock levels for the raw material and finished goods from time to time.
- Conducting meetings with Principal, client and workers from time to time in order to meet the production targets and achieve client's satisfaction.

July 2012 to June 2013

Employer: **Raj Scientific Company, Goregaon, Mumbai**
 (Manufacturer and Trader of Quality Control equipment catering to Paint industry and Laboratory instruments)

Position: **Junior Engineer**

Responsibilities:

- Assembling and Testing of Products, Maintaining Quality and improving Efficiency
- Placing orders to Vendors, Vendor selection, Negotiation, and follow-up.
- Purchasing Raw materials and Spares as per production needs.
- Maintaining stock of the spares and manufactured Products.
- Preparing AutoCAD drawings as per the requirements.
- Servicing, Repair and Trouble shooting of Products and Product Demo.
- Preparing reports and ensuring co-ordination with other Departments.
- Continuous striving for improvement in products and Services offered by the Company.

Projects Worked on:

- Supply of 6 inch CS Bare Pipes (235 km) to PDO through Al-Haditha Petroleum' for 'ODC 2021' requirement (Order received in 2020).
- Supply of 19 inch CS Bare Pipes (20km) to Al-Turki Oman for PDO Project in 2019.
- Supply of 6 inch External 3LPE Coated Pipes (7km) to Al-Turki Oman for PDO Nimr Site in 2016.
- Supply of 6 inch External 3LPE Coated pipes (220km) to AL-Turki for PDO Project in 2017.

- Supply of 6 inch bare pipes (250km) to AL-Turki for PDO Project in 2016
- Supply of OH2 pumps (2 Nos) to Towell Engineering for 'ORPIC - RFCC Slurry Filtration System' in 2020.
- Supply of Pumps (3 Nos) to PDO through Petrofac for 'YIBAL KHUFF Project' in 2019.
- Supply of Pumps (3 Nos) to PDO through Bahwan Engineering Company for 'PDO MARMUL EPCC Site' in 2018.
- Supply of Pumps (3 Nos) to PDO through Worley Parsons for 'AMAL STEAM EXPORT PROJECT' in 2017.
- Supply of 2 Year Spares for PDO Yibal Khuff Project in 2019.
- Supply of 2 Year Spares for SNCP Pumps at PDO in 2019.
- Supply of 2 Year Spares for Amal Export Pumps in 2018.

Educational Qualifications:

No.	EDUCATION	UNIVERSITY/INSTITUTE	YEAR	GRADE
1.	Bachelor of Mechanical engineering(B.E)	Mumbai University	2009-2012	1 st Class (67.06)
2	Diploma of Mechanical engineering(DME)	MSBTE (Maharashtra State Board Of Technical Education)	2006-2009	1 st Dist (83.11)
3	H.S.C (10+2)	MSBSHSE (Maharashtra State Board Of Secondary And Higher Secondary Education)	2005-2006	2 nd Class (54.17)
4	S.S.C (10 TH)	MSBSHSE (Maharashtra State Board Of Secondary And Higher Secondary Education)	2003-2004	1 st Class (69.33)

Language

- English, Hindi

Personal Details:

- Nationality: Indian
- Age & Date of Birth: 33 yrs, 9th Nov 1988
- Father's name: Munawar Ali
- Marital Status: Married
- Favorite Subjects: Machine Design, Theory of machines, Strength of Materials, CAD, Heat Transfer
- Driving License: Yes, Oman & India.
- Permanent Address: C/604, Nagree Classic Building, Dharavi, Mahim (E), Mumbai - 400017.

References:

Will be furnished on request

Declaration:

I hereby declare that the above details are true and correct to the best of my knowledge and belief.
Thanking you,

Place: Muscat
Siddiqui Taufiq Ahmed