**Core Competencies**

**Business Development Key Account Management Team Leadership/Player Service Management**

Objective

Innovate, customer focused and action oriented Sales and service Engineer with hands on experience in setting up end to end infrastructure of petrol stations across UAE. Lead a team of 12 technicians on varies projects for ADNOC in various parts of UAE. Almost 4 years’ of experience in Sales & Services in the Oil and Gas industry. I would like to be associated with an organization that offers a professional, challenging and rewarding work environment with ample scope to enhance my skills in Team Management, Sales and business development. I would like to be a part of the team that excels in working towards the growth of their organization while receiving the opportunity to grow with the organization**.**

Career Summary

**MSH Equipments & spare parts – (Present )**

**Technical Sales Engineer**

Key Account Management Business Development Vendor Management

Sales & Service Team management

**ADOS (Abu Dhabi Oil Field Services) 2011 - 2015**

**Sales & Service Engineer –** April 2013 till to date

**Maintenance Team Leader-** Jan 2012 – March 2013

**Trainee Engineer** – 2011 to Dec 2012.

**Sales & Service Engineer April 2013 till to-date**

a. Business development across UAE.

b. Meeting key customers to forecast spares and capacity planning.

c. Generate sales leads for fully automated portable petrol stations designed for private sectors & major transport companies, this a new product introduced in the market by ADOS- **Transtank Modular Storage & Refueling Solutions**

d. Active involvement in **funnel management**

e. Strong engagement with key account to track the supply growth and ensure supplies business growth in each of the key accounts.

f. Ensure adequate availability of spare parts, materials, tools and equipment.

g. Fundamental knowledge in mechanical design and application, **piping designs.**

h. Hands on experience in installation of **valves**, **flow meters** and **gas measurement instruments**

**Maintenance Engineer/Team Leader Jan 2012 to March 2013**

a) Promote a teamwork environment.

b) Perform duties as directed by Operations Manager and Operations Superintendent.

c) Provide support to the Operations Superintendent in all equipment related activities.

d) Plan, Direct and Supervise activities of assigned staff performing maintenance activities.

e) Perform equipment **Preventative Maintenance** and creating preventative maintenance schedules.

f) Installation of dispensers (**Gilbarco**), diagnose and repair major faults and breakdowns.

g) Keep an up-to-date tools and equipment inventory.

h) Inspect work performed by assigned staff and reinforces standards set by the company.

i) Provides opportunities for training and development of assigned staff and assesses their progress

# Trainee engineer from Dec 2011 to Dec 2012

a) Compiles and submits technical work and breakdown reports as and when required

b) Technically assisting senior engineers.

c) Ensuring consistent adherence of Oil & Gas HSE standards while delivering, installation and maintenance to ADNOC or its groups.

d) Schedule and carry out preventive maintenance (Gilbarco Dispensers).

f) Keep an up to date list of tools and equipment.

**Additional Professional Qualification.**

SAP – Material Management Module.

**Computer Skills**

MS Office (excel, word, power point and outlook).

Educational Qualification: B.TECH Mechanical Engineering

PMP (Training Completed).

Experience: Total 4 Years.

Industry: Oil & Gas (sales & services).

HSE: Certified by ADNOC.