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**HASHIR**

**HASHIR.336938@2freemail.com** **Driving license : Valid UAE Driving License**

**SUMMARY**

Self motivated graduate professional with excellent skills and adaptable to work under any environments. I describe myself as someone who thinks positively and who can execute on difficult tasks. I am not an individual to be micro managed. Rather, when given a specific task, I can figure out the best ways to solve the problem in an autonomous manner.

**PROFESSIONAL EXPERIENCE**

Working as a Sales engineer for **PRINTIVITY EQUIPMENT TRADING LLC**, Dubai, UAE (2015 Nov- present)
*(Leading distributor of industrial coding & marking printers. The Company was established in the early 2000.The coding & marking includes variable data such as batch number, expiry & production dates, barcode onto every product packaging, pallets & any kind of surface).*

* Maintains professional and technical knowledge by attending educational workshops; Product Study; reviewing professional publications; establishing personal networks.
* Preparation of quotations and negotiating contract terms and conditions
* Maintain a solid relationship with key customers, suppliers and other relevant bodies to ensure that the company’s maximum sales potential is realized
* Maintain an updated record of clients with their transactions and prepares weekly report management's requirements
* Making technical presentations and demonstrating how a product will meet client needs
* To ensure customers and client's needs are met
* Providing demo of the product from the clients factory or office
* Company sales visits around UAE.
* Scheduling appointment with the production manager or Maintenance manager for further discussion of the services.
* Ensuring the satisfaction of customers by offering after-sales services
* Attended trade exhibitions and conference held on UAE
* Gulf food Manufacturing (November 2016),WTC, Dubai
* Dubai Drink Technology Expo( May 2016),WTC, Dubai
* Printing & Packaging (February 2016),Expo Center, Sharjah

Worked as a Project engineer in **PENTA EMIRATES CONTRACTING LLC**, Dubai from October (2014-15)

* Managed and execute Project in *Middle east Lubricants*, DP world, JAFZA Dubai
* Successfully Supervised and managed Warehouse project for the client
 *GE Water and Process* , JAFZA , Dubai
* Checking designs as per the drawings
* Identifying variation and negotiate with Consultant and client
* Dealing with sub contractors.
* Dealing with Material Suppliers.
* Checking the Quality of the materials.
* Preparing weekly Report
* Documentation works on site
* Prepared Project Completion Report and Presentation.
* Co-ordination with the project team.
* Scheduling Meeting date and time with Clients, Contractors, Managers & Consultants

As Project Engineer with **N.M SALEEM ARCHITECTS AND ASSOCIATES, Calicut**, Kerala a leading builder in India.(2012-2014)

* Successfully Managed pre fabricated wall construction (Rapid wall) of a G+2 Building.
* Managed and Supervised residential projects
* Dealing with tender Clarification.
* Quality assuring of material in site.
* Dealing with Material Suppliers.
* Checking the Quality of the materials.
* Checking the safety measurements on the site.
* Material Budgeting
* Dealing with contractors and clients
* Evaluating and checking structural designs with the drawings by the Architect.
* Completed the Work as per Scheduled

**EDUCATION QUALIFICATION**

* B-Tech (Bachelor of Technology)in Civil Engineering from Vinayaka Mission University, Salem, Tamil Nadu, India in May 2012 with First class.

**COMPUTER PROFICIENCY
Microsoft Office** (*Word, Excel & PowerPoint*)

**CIVIL ENGINEERING ATTRIBUTES**

* **AUTOCAD** (Certified from Autodesk, CAD Center, India)
* **Oracle primavera p6 Professional R8.2** (Certified from Autodesk, CAD Center, India)
* Assessing the Environment Impacts and Risk connects to Project.

**KEY SKILLS AND PROFICIENCY LEVELS AS CIVIL ENGINEER**

* Prepare take offs from drawings and compare with site measurements.
* Inspecting project sites to monitor progress.
* Dealing with the Clients, Consultant & Contractors.
* Evaluation and administrating changing orders.
* Ensuring design specifications and safety standard on the Project sites.
* Maintaining the daily, Weekly and monthly reports of Working.
* Preparation, presentation and submission of valuation in respect of work progress at work site.
* Preparing work schedule plan in MS project or Primavera
* Preparation of weekly reports and site photos

**KEY SKILLS AND PROFICIENCY LEVELS AS SALES ENGINEER**

* Interprets and accountable in customer requirements; calculation of quotations and negotiating contract terms and conditions
* Maintain all required records of sales and other relevant information to enable performance be measured and monitored
* Maintain an awareness of sales and other developments amongst competitors and pass any relevant information to immediate superior
* Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends
* Provides a pre-sales technical assistance and product education to the company/clients

**PERSONAL DETAILS**Date of Birth : 22nd April 1989
Languages known : English, Hindi, Malayalam, and Tamil.
Nationality : Indian
Marital Status : Single
Strength : Communication Skills, Analytical Capabilities, Leadership Quality.

**INTERESTS**

* Football, Movies.

**REFERENCE**Reference can be provided upon request.