Fawad

B. Sc. Chemical Engineer.

University of the Punjab, Lahore. Pakistan.



A Register member of Saudi Engineering Council & a chemical engineer with +9 years of experience. Capable of working independently with minimum supervision & committed to provide high quality service to every project, with a focus on health, safety & environmental issues. Professional, Capable & motivated individual who consistently performs in challenging environment.



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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **EDUCATION** |  |  | **BOARD/UNIVERSITY** |  |  | **PERCENTAGE** |  |  | **DIVISION** |  |
|  |  | **LEVEL** |  |  |  |  |  |  |  |  |  |  |
|  |  | B. Sc. Chemical |  |  |  |  |  |  |  |  |  |  |
|  |  | Engineering |  |  | University of the Punjab |  |  | 71%. |  |  | 1st |  |
|  |  | (2008) |  |  | , Lahore |  |  |  |  |  |  |  |
|  |  | F. Sc. (2003) |  |  | B.I.S.E. Lahore |  |  | 66% |  |  | 1st |  |
|  |  | Matriculation |  |  | B.I.S.E. Lahore |  |  | 70% |  |  | 1st |  |
|  |  | (2001) |  |  |  |  |  |  |  |  |  |  |



Office Management (word, excel, power point), Internet and email, ERP, Oracle.



Sales & Service Engineer Employer Name: Fluidex Chem

July 2008 to January 2011

Worked in FLUIDEX CHEM as Sales & Service Engineer in the field of water treatment by using specialty chemicals from 1st July, 2008 to 8th January, 2011.

**Responsibilities:**

* Suggest specialty chemicals for Boilers, Cooling towers, Chillers (Closed Loop), Swimming Pools, R.O (Desalination) and Softening plants, Waste water treatment plants & their respected water treatment chemical and to analyze water samples.
* Establish water treatment laboratory & purchased related laboratory equipment’s.
* Prepare Quotations, Invoices, Delivery Challan, Water Analysis Report, Suggest the specialty chemicals to dose & know the formulation of water treatment chemicals to be used.
* Descaling/Cleaning of Boilers, Cooling Towers, Heat Exchangers, Vessels, Storage Tanks, Chillers. Suggest chemicals for Descaling/Cleaning & also did Supervision of Descaling/Cleaning of Equipment’s by Chemical & Mechanical method.
* Provide after sale services, just like on site testing, satisfy the customer and by sharing analysis report with them.
* Expert in R.O Plant Design Software & Chemical Projection software.

Production Manager

Employer Name: Fluidex Chem

February 2011 to December 2015

Performed duties at FLUIDEX CHEM to produce water treatment specialty chemicals. Plant Capacity was 20 tons batching system Blender Shahdara, Lahore (PLC system) from 1st February 2011 to 30th December 2015.

**Responsibilities:**

* Oversaw all plant operations and corrected production issues.
* Monitored manufacturing to ensure it stayed on schedule and remained within budget constraints.
* Created efficiency improvement models and implemented them.
* Determined when to replace equipment.
* Decided when overtime was necessary to meet manufacturing goals.
* Created new manufacturing process that improved manufacturing efficiency by 40 percent.
* Implemented and carried out quality control programs.
* Communicated closely with Procurement Department to ensure delivery of quality

parts.

* Analyzed manufacturing data and wrote reports.
* Oversaw manufacturing operations.

**Key Production Products:**

* Anti Scalant (R.O)
* Corrosion inhibitors. (Molybdate, Nitrite, Silicate, Chromate, Borate etc.)
* Anti scalants, Scale inhibitors. (Cooling towers)
* Biocides. (Chillers, Cooling towers)
* Descalers. (General water treatment)
* Neutralizer. (General water treatment)
* Boiler Compound. (Boilers Phosphate Based)
* Condensate Conditioner. (Boiler)
* Oxygen Scavengers. (Boilers, Chillers)
* Clarifiers. (Swimming Pools)
* Chelating Agents.
* Flushing Chemicals.
* Alkalinity Builders.
* Sludge Conditioner.

3. Technical Engineer Chemicals Employer Name: SAMACHEM

February 2015 to November 2016

Worked in Dammam-2 (Industrial Area, KSA) at SAMACHEM as Technical Engineer Chemicals in WTC field.

**Responsibilities:**

* Give the technical support to clients.
* Make sure that our WTC chemicals are performing well.
* Make the analysis of water on site as well as in Laboratory.
* Help the sales team to bring orders.
* Change the chemical dose & chemicals if necessary.
* Fix the dosing pump with chemical dosage tank, Adjust the pump stoke as well as flow rate.
* Develop the water treatment laboratory.
* Use Hach powder pillows as well as titration method.
* Use Spectrophotometer DR 3900.
* Prepare analysis reports & share with client.
* Deliver the material on site.
* Give technical training to new employees as well as to end users.
* Study the SDS & TDS of products & use proper PPE according to that.
* According to SDS & TDS of material give training to end users

4. Water Treatment Specialist November 2016 to Present Employer Name: Al Jazeria Water Treatment Chemicals (AHQ)

Responsible for selling the company’s products (Specialty/Industrial Chemicals as well as equipment’s), responding to clients' queries, and providing advice and support on a range of product related issues.

**Responsibilities:**

* Demonstrating how a product meets a client’s needs.
* Working with existing customers to help them get the most out of the products they have bought.
* Providing sales support during virtual and onsite client meetings.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Identifying the customer's current and future requirements.
* Identifying client requirements.
* Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
* Preparing reports for head office and senior managers CRM.
* Offering after-sales support services.
* Conveying solution benefits to both business and technical audiences.
* Demonstrating products, services and solutions to potential clients.
* Preparing and presenting potential cost benefit analysis to potential clients.
* Delivering presentations and demos to clients.
* Conveying customer technical requirements to the Internal Engineering teams.
* Maintaining existing, long-term relationships with customers.
* Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
* Intensive Travelling to visit potential clients.
* Negotiating tender, contract terms and conditions.
* Maintaining professional working contact with key suppliers and third parties.
* Expert in **ROSA** Software in Desalination plants design & projection.
* Expert in **ROAP** Chemical Projection Formula.
* Prepare Chemical trials for Clients.
* To build a team.
* Train to new engineers & end user with technical, Chemically & about after sales services.
* Well aware of WTC Chemicals formulation & Applications.



* Date of Birth: 1-11-1984
* Iqama Status: Transferable
* Saudi Driving License: Valid
* Email: fawad.374312@2freemail.com
* Profession on Iqama: Chemical engineer
* Marital Status: Married
* Registration: Registered with Saudi Engineering Council