**Basil**

**Phone: +971 50 4753686**

**Email:** **basil-399487@2freemail.com**



**Executive Summary**

**Experienced Technical & Sales professional with 16 years techno-commercial career in the coatings industry.**

**Core Technical & Commercial expertise in Protective Coatings, Marine Coatings & Architectural Coatings market segment.**

**Provide best technical solutions/proposals to meet customer requirements, thus enhancing value & ensuring quality of deliverables.**

**Hands-on field experience of providing training & guidance to contractors/ painters/application contractors.**

**NACE Certified Coatings Inspector 10196**



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| **Professional Employment History** |  |  |
| **1)** |  |  |  |
|  | **Location- Tanzania** | **Key Account Manager** |
| **Period** | **June 2016 to Aug 2018** |
| **Responsibility** | **1.** | **Develop Business for Jotun paints, protective, marine &** |
|  |  | **decorative coatings in Tanzania.** |
|  | **2.** | **Single point of contact for company, clients, consultants,** |
|  |  | **contractors, dealers & installation contractors for all** |
|  |  | **technical & commercial matters.** |
|  | **3.** | **Liaise with technical, production departments and senior** |
|  |  | **management to offer the right solution/ services to** |
|  |  | **customers.** |  |
|  | **4.** | **Promote and sell Jotun protective coatings to customers** |
|  |  | **in assigned areas through regular visits and by** |
|  |  | **maintaining good relationships with key customers.** |
|  | **5.** | **Provide after sale and technical support to customers in** |
|  |  | **order to handle all concerns.** |
|  | **6.** | **Coordinate with other Jotun departments on delivery,** |
|  |  | **technical service etc. to ensure high customer** |
|  |  | **satisfaction.** |  |
| **Accomplishments** | **1.** | **Successful pursuit & execution of marketing plans.** |
|  |  | **Employed comprehensive marketing strategies to** |
|  |  | **accomplish the organizational objectives.** |
|  | **2.** | **Implemented various approaches which resulted in** |
|  |  | **significant increase in sales in the region** |



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**2)**



**Jotun Paints UAE LTD LLC**

**Location- UAE**

**Technical Sales Executive**

 **Period**

**Jan 2014 to May 2016**



**Responsibility**

**1.** **Promote and sell Protective Coatings to customers to achieve targeted sales results, gross margin and collection.**

1. **Build-up strong customer relationships and responding to enquiries in an efficient manner.**
2. **Co-ordinate with various departments for deliverables & services**
3. **Maintaining detailed records of customers and their business activities**
4. **Preparing and implement a sales plan & Budget for the allocated accounts**
5. **Developing new business opportunities and new customers within the company sales plan**
6. **Updating customer information, activities and project details using CRM**

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| **Accomplishments** | **1.** | **Accomplished project approvals & new business for Jotun** |
|  |  | **Paints.** |  |
|  | **2.** | **Major high value projects Won include Mushrif Park (Abu** |
|  |  | **Dhabi), Butterfly Pavilion (Sharjah) etc.** |
| **3)** |  |  |  |
| **Jotun Paints UAE LTD LLC** | **Location- UAE** |  |
|  | **Senior Coating Advisor** | **- Jan 2011 to Dec 2013** |
| **Position & Period** |  |  |  |
|  | **Coating Advisor** | **- Jan 2008 to Dec 2010** |
| **Responsibility** | **1.** | **Advise applicators on proper application of paints to** |
|  |  | **ensure painting work is carried out according to** |
|  |  | **specification and procedures.** |
|  | **2.** | **Provide onsite testing according to specification to** |
|  |  | **ensure quality of the finish achieve the requirement.** |
|  | **3.** | **Liaise with sales executives on product deliveries and** |
|  |  | **other matters, which require the technical service to** |
|  |  | **ensure right amount of product available before painting** |
|  |  | **and to minimize the return stock especially for Projects.** |
|  | **4.** | **Liaise with local laboratory on product trouble shooting** |
|  |  | **to ensure right recommendation provide to customer.** |
|  | **5.** | **Prepare project coating specifications & technical** |
|  |  | **proposals which covers -coating system specification,** |
|  |  | **method statements, repair procedures, Inspection Test** |
|  |  | **Plan.** |  |



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**6. Maintain coating inspection log sheets, project status**  **reports, trial reports, field test reports, and customer / site visit reports.**

1. **Prequalification of coating systems, blasters, painters, application contractors.**
2. **Perform QA-QC activities on-site which includes monitor ambient condition within required norms, pre-blasting tests on steel/ substrates (roughness, cleanliness, dust, and salt level), field tests- viz, DFT, Adhesion, Holiday Detection, Gloss, Hardness etc.**
3. **Report & register all non-conformance reports (NCR). Record follow-ups and closure of NCR.**
4. **Survey coating conditions on structures (Storage Tanks, Pipelines, Jack-up Rigs) onsite or in-service conditions at site/ location and recommend rehabilitation procedures or maintenance coating systems.**
5. **Coatings failure analysis and recommend rehabilitation procedures.**
6. **Conduct onsite training for contractors, applicators, QC and site personnel in relevant work activity through paint schools.**



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| **Accomplishments** | **1.** | **Accomplished project for Oil & Gas Companies such as** |
|  |  |  | **Conoco Philips, Petrofac International Ltd, ONGC,** |
|  |  |  | **Saipem, Fred Olsen, Chemical & Fabrication companies** |
|  |  |  | **etc.** |  |
|  |  | **2.** | **Inspection, Testing, QC & Training for Dubai Metro RED &** |
|  |  |  | **GREEN Line Stations – Intumescent (Fireproofing) &** |
|  |  |  | **Protective Coatings** |
| **4)** |  |  |  |  |
| **MOLECULAR** | **CORROSION** | **Location – UAE** | **Coating Supervisor / Coatings In charge** |
| **TECHNOLOGY** | **- (Belzona** |  |  |  |
| **coatings)** |  |  |  |  |
| **Period** |  | **Jan 2006 – Dec 2007** |  |
| **Responsibility** |  | **1.** | **Schedules, assigns, and plans the work of paint shop** |
|  |  |  | **personnel performing a variety of painting projects,** |
|  |  |  | **Plans and develops equipment usage schedules, priority** |
|  |  |  | **of painting expenditures and procedures for equipment** |
|  |  |  | **maintenance.** |  |
|  |  | **2.** | **Trains or informs employees of new work methods or** |
|  |  |  | **procedures, changes in safety regulations, and work** |
|  |  |  | **policies.** |  |
|  |  | **3.** | **Estimates & Monitor acquisition & use of material and** |
|  |  |  | **labor, maintains time, and material records and submits** |
|  |  |  | **reports as required.** |
|  |  | **4.** | **Quality Control & Coating inspection reports to clients to** |
|  |  |  | **attain best qualities to the satisfaction of the clients** |
|  |  | **5.** | **Maintaining office files with reference to specifications,** |
|  |  |  | **Daily reports, quotations, Delivery orders etc.** |



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| **Accomplishments** | **1.** | **Corrosion protection for tanks anular base for the** |
|  |  |  | **companies like Sasol and Enoc.** |
|  |  | **2.** | **Desalter vessels for EPI (Elf Petroleum Iran) in Khargh** |
|  |  |  | **Island.** |  |
|  |  | **3.** | **Rebuilding of pumps, shafts, dampeners, mud tanks, etc.** |
|  |  |  | **for companies like Wesco, Dugas, Aswan engineering,** |
|  |  |  | **etc.** |  |
| **5)** |  |  |  |  |
| **AL REDHA LLC – Dubai,** | **Location- UAE** | **Coating Inspector** |
| **U.A.E.** |  |  |  |  |
| **Period** |  | **Jan 2005 – Dec 2005** |  |
| **Responsibility** |  | **1.** | **Quality Control & Coating inspection reports to clients to** |
|  |  |  | **attain best qualities to the satisfaction of the clients** |
| **6)** |  |  |  |  |
| **APPLIED** | **CORROSION** | **Location- UAE** | **QC Assistant** |
| **TECHNOLOGY Dubai UAE** |  |  |  |
| **Period** |  | **Oct 2002 – Sep 2004** |  |
| **Responsibility** |  | **1.** | **Analyzing, checking & finalize Coating inspection &** |
|  |  |  | **Coating work progress reports to clients.** |
|  |  | **2.** | **Maintaining office files with reference to specifications,** |
|  |  |  | **Daily reports, quotations, Delivery orders etc.** |
|  |  | **3.** | **Store In-Charge & Time Keeping** |



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**Education Qualification & Certification**

**M.B.A > Master of Business Administration – Sikkim Manipal University, 2010.**

**B.B.A > Bachelor of Business Administration from Madurai Kamaraj University, 2008.**

**Certified NACE Coatings Inspector (Level 3) No. 10196 from National Association of Corrosion Engineers-USA, 2007.**

**SSPC certified Protective Coatings Specialist, 2011.**



**Personal Information**



**Current Address**

**Marital Status**

**Visa Status**

**Driving License**

**Date of Birth**

**Sharjah, UAE**

**Married**

**Visit Visa**

**India, UAE & Tanzania**

**11th August 1979**

**Basil**



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