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| **Mechanical Engineer**  Engineering / Management Services  Senior career Level (10+ years of experience) | | | | |
| [Mohamed.46618@2freemail.com](mailto:Mohamed.46618@2freemail.com) | | | | |
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| **Objective:** | Looking for a challenging and progressive job in a challenging and progressive environment. | | |  |
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| **Experience:** 4th Entry(s)  3rd Entry(s)  2nd Entry  1st Entry | |  |  | | --- | --- | | *Organisation*  *Organisation Type*  *Designation*  *Tenure*  *Organisation* | Mannai Corporation WLL, Doha, Qatar  Trader of Air Conditioning equipment’s and its accessories  Senior Engineer -HVAC  March 2017 to Till date  Fin power Air-conditioning company (A group of Maxell Trading), Dubai UAE | | *Organisation Type* | Air Conditioning equipment manufacturers and traders | | *Designation*  *Tenure*  *Description*  *Organisation* | Sales Account Manager  Till August 2016  Job Responsibilities   * Responsible to achieve business, revenue targets by specification, marketing, sales of Maxell group product lines including AHUs,FCUs,ecology units etc., * Responsible for representing all the products within territories to consultants, contractor and client * Actively participated in Seminars, Exhibition, etc., in development of clientele for our range of products * Making technical presentation and demonstrating how our products meet client needs * To maintain the continuous relationship with all clients, contractor and consultant and to ensure business development and attain sales taget for the territory specified. * Responsible for sales performance and complete profit/Losses of the customer accounts /territories under your management * To travel outside the country to explore the business opportunities in new and untapped territories.   SKM (Sharjah Kuwait Manufacturing) Air-conditioning Sharjah UAE | | *Organisation Type* | Air Conditioning equipment manufacturers | | *Designation* | Sales Support Department Team Head | | *Tenure* | Dec-2012 To April 2015 | | *Description* | Job Responsibilities  Team Leader is a managerial role, regulates the full operation of SSD (Sales Support Division) .The core responsibility of my department is the job processing from beginning to the end which includes the selections, Pricing, design, BOMs , and follow up with the production. During my stay in SSD I have served my organization in three phases as described below | |  | PHASE-1  As a Design & Drafting In Charge for all Standard and Non-Standard Products (July 2006 to March 2009) | | *Achievements for the department* | * Explaining about the manufacturing and working principle of selected machine designs or the unit model from given technical selections, options etc., * Assisting the team in making the machine design which includes the selection of interlaced coil requirement, selection of access door models etc., * Job processing of the confirmed projects which includes   1. Loading points Calculations   2. Coil details calculation (Both CW and DX)   3. Checking of the drawings.   4. Passing the job to production for manufacturing * Follow up of the jobs with the productions. Design changes may occur during production of units. It will be finalized ASAP through modification note system, if necessary. * Trainer for new employees   PHASE-2  As an application engineer For NE, KSA, AD, Kuwait & Qatar From March 2009 to May 2012   * Preparation of selections and Submittals * Design and Pricing of the special projects * Job processing of the confirmed projects which includes   1. Making the Work Order sheets.   2. Checking/making the selections   3. Circuiting of evaporator and Condenser coil   4. Selection of the evaporator coil connection   5. Selection of the mechanical and other components like fan, pulley, filters, heater, Vibration mounts, liquid line controls, base, frame etc   6. Sheet metal calculation   7. Loading points Calculations   8. Maintaining BOM   9. Performing the Baan Activities (BAAN an ERP software)   10. Checking of the drawings.   11. Passing the job to production for manufacturing * Follow up of the jobs with the productions * Following up for the deliveries and dispatch of finished jobs * Working on the CRFs (Contract Review Forms) for special jobs of the region   PHASE-3  As a Team Leader SSD from May 2012 to April 2015  Sole representative for all the departmental activities in front of management for all SKM range of products (starts from FCUs, Decorated split units, AHUs, Packages, Split units, Chillers etc.,) in addition to the below responsibilities   * Coordination with the sales, production, purchase, commercial and finance department for the clarifications and to solve the issues. * Responsible for ensuring completeness (starts from quotation level till despatch) of all orders executions at SKM. * Monitoring the smooth flow of sales orders and approval authority of the department for the same * Checking the jobs coming from sales (selections, pricing etc) * Distribution of the jobs among the application and technical group * Checking of the Work Orders and BOMs * Evaluation of the team members * Giving weekly departmental reports to the Management * **Handling of the special tasks and solving the problems by leading a team of 15 people from front.**   1. Made job qualifications forms for whole product range of SKM   2. Reduce the job processing time by improving the job processing criteria.   3. Worked on CRFs and maintained history.   4. Made departmental organization chart and define job description for all the members of department   5. Rotation of the team members within the department as per their evaluation and aptitude.   6. Making of Indicator System for the other departments and subordinate for their evaluation purpose. | | Organisation | Willpower Engineers | | *Organisation Type* | Private Company | | *Designation* | Management Associate | | *Location* | Ambattur, Chennai | | *Type of Experience* | Full Time | | *Tenure* | From January 2004 to Feb 2006 | | *Description* | Job Responsibilities   * Providing technical assistance to the technicians * Seeking new opportunities for new projects * Making feasibilities of the new projects * Execution of the different projects. * Attending high profile meetings with ministry officials | | |  |  |
| Training Courses and Seminars   * Training on professional salesmanship and leadership by Dr Udai Krishnan * Training on ISO 14001 (Environmental Management System) by Mr Farhan (Training Manger Buro Veritas) * Training on explosion proof units * Attended Bitzer international 2014 Seminar conducted at Sindelfingen- Germany * Aeris: Protective coating for coils. * Danfoss: Scroll compressors   **Achievement at SKM:**  **Design of First ever Air Handling Unit treating over 75, 000 CFM.**  Successfully finished all the relevant calculations which includes coil sizing, circuiting, and  Selection of Fan and motor along with pulley and filters and furthermore. Since it is a non standard machine,  I have prepared the complete bill of material.  Community activities  Good player of Volley ball, played in university and SKM volleyball teams,  My other hobbies include netsurfing, cycling and business articles readings.  Personal Attributes  Creative, fast learner, Self motivated, Adventurous, Very focused | | | | |
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| **Skill:** 1 Entry(s) | | |  |  |  | | --- | --- | --- | | **Skill Name** | **Level** | **Last Used** | | AutoCAD, MS Office (Word, Excel, Power Point) | Average | Jan 2017 | |  |  |
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| **Education:** 1 Entry(s) | | |  |  | | --- | --- | | *Degree Name* | B.E Mechanical Engineering | | *Level Attained* | Bachelors Degree (4 Years) 73% | | *Institute* | AVCCE, Mayiladuthurai- TamilNadu | |  |  |
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| **Valid Driving Licence:**  **Other Qualification:**  **Additional Info:** | | UAE and India  Successfully completed the course assessment for the Internal Quality Management System (QMS) Auditor Training and doing internal Audit in my company since July 2010.  Working for a company like the one I m going for, has always been a distant dream of mine, but now I think that opportunity has materialized for me, so I am bucked up to grasp it. All I am dependent upon is prying evaluation of my selectors. |  |  |

*Success comes through blood, toil and sweat*