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| AKPAN Email: akpan.368982@2freemail.com  PROFILEI am a hard working and reliable graduate with good communication, analytic and organizational skills. I am enthusiastic to learn and enjoy working on my own initiative as well as part of your team. I Specialize in Designing, Modeling, Simulation, Processing, Laboratory analysis, Project Management, Sales Engineering, International Procurement and Logistic Services via OEM, Quality Assurance, Quality Control, Onshore and Offshore Skills on Health Safety Environment Management, Electrical Technologist and Interpretation of well using mud logging with the aid of Seismic drawing. I have also managed several projects in Dormanlong Engineering from pre-qualification of Tenders, Technical Proposal which include Preliminary Front End Engineering Design, Bill of Quantities, Materials Take-off, Commercial Proposal, and Request for Quotation, Expediting Purchase Order, Generating Pro-formal Invoice, Commercial Invoice, Air and Sea Shipment applying all the Inco terms from Ex-works to Duty Delivery Paid, Pre-Mobilizing and Final Mobilizing to Site for Project Execution. Business Development activities for various products required by industries across Oil and Gas, Manufacturing, Steel, Refineries and Generate business intelligence report using Business Intelligent Software to identify target area, which generate business revenue for various products like Rotary Equipment, Air Receiver, Debutanizer, Hydro treating Unit, Welding Equipment, Compressors, High Pressure Pumps, Cooling Towers, Valves, Process Pipes and Fittings, Pressure vessel and Dish head, Structural Steel, Grating and Hand Rail, Tower Design and Fabrication, Conductors, Insulators, Engine Spares, Safety Items, Bow Fenders, 3M Abrasive, Galperti Flanges, Dresser Rand, Carboline Paint, Roll stud Nuts and Stud Bolts, American Block hooks and Drilling Block, Lion weld Meiser, Fire Fighting Pump, Insulation Products from their various Original Equipment Manufacturers(OEMs). SUMMARY OF QUALIFICATIONSOSHA USA CERTIFICATIONNIM (Proficiency in Management Studies chartered).B.TECH Chemical Petrochemical Engineering (Second Class Upper Honors).8 WASSCE’S including mathematics and English at grade A and C respectively in one sitting. IT SKILLSSound knowledge of Microsoft office 97/2000/2003, Microsoft project,Publishers, word, excel and power point.Good working knowledge of Microsoft outlook configuration.Programming languages such as FORTRAN, C++ and visual basicSoftware application like, HYSS, MATLAB, GAMS, CEREBRO and SAGECOMMUNICATION SKILLSStrong customer liaison and communication skill with the ability to assist client viaPhone and email. Self-motivated and the ability to mitigate problem situations.Developed ability to produce presentations and report through the use ofMicrosoft power point to professional standard. MANAGEMENT AND ORGANIZATIONAL SKILLSStrong leadership and team working ability.Ability to pay attention to detail, SLA awareness and performance against key indicators. Ability to plan, manage time according to schedules and provide status updates as required. Strong analytic and problem solving skills. EMPLOYMENT HISTORYFEBRUARY 2015 TILL DATEDORMANLONG ENGINEERING LTD.Field Sales Engineer16 Azikiwe Road,UTC Building,Port Harcourt,Rivers State, NigeriaI am in Dorman Long Engineering today as a Field Sales Engineer, to acquaint my clients of the various product and services that Dorman Long Group can offer. This cut across Procurement and Logistic Service, Asset Management, EPC & Fabrication, Brown Field Quality Maintenance as well as Hot Dip Galvanizing.DUTIES & RESPONSIBILITIES:* Organized meetings for Dorman Long Group presentation across my entire client.
* Generating request for quotation on weekly basis on area of Dorman Long Group

Expertise.* Ensure that Dorman Long Engineering is invited to Bid or tender within our Scope.
* Co-ordinate answers to Technical query between the End-user and the Manufacturer or Supplier.
* Ensure that material request for quotation is quoted with the right specification.
* Expedite quotation for Local Procurement within Port Harcourt region.
* Create awareness of the Dorman Long Group in line with our OEM products basket, services and capabilities thereby attract patronage from my Client, on their immediate requirement.
* Gathering market intelligence on new project to be executed by my Client.
* Gathering Market Intelligence on Dorman Long competitors for the purpose of understanding who, where and their Standard Operating Procedures.
* Building a new Dorman Long image, on our Product and Services, Costing and Project delivery as scheduled.
* Sales and marketing of Dorman Long Group in South-South and South-West.
* Ensure that my customers are satisfied with Dorman Long Engineering Services.
* Identify new Client in order to maximize my sales and marketing opportunities.
* Adequate Reporting of my sales activities on daily basis.
* Adequate Reporting of my Business generated in line with my Target.
* Adequate planning of Sales Meeting with my contact person to be visited.
* Develop and make presentations of Dorman Long Group products and services.
* Respond to sales inquires received within the Lead time provided by my Client.
* Prepare my sales action plans and strategies on every meeting discussion.
* Preparation of Tenders from Prequalification, Technical and Commercial Proposal.
* Submission of Tenders and follow-up of such Tenders until it is either won or lost.
* Organized Interface meeting with my Client and Dorman Long Proposal/Project/Production department, in other to meet client’s specification and satisfy any variation in the course of Project execution.
* Dorman Long Group of Companies Registration with new and Prospective Client.
* Ensure that all statutory documents are submitted to complete Dorman Long Registration.
* Follow-up with my Client on the present status of all quotations submitted.
* Follow-up on Purchase Order awarded by my Client.
* Expedite delivery on materials to be supplied to my Client.
* Ensure that materials delivered are in line with client Specification to avoid rejection.

MARCH 2012 – MARCH 2015DORMAN LONG FREE ZONE COMPANY DUBAIInternational Sales EngineerLob 19, Office No 2504P. O. Box No: 262653Jafza, Dubai, UAEVisit all the industry bases and makes presentation to the key managers with the product baskets Dorman Long International have and can offer. Create a market intelligent report for Dressers and Crane Energy items that are in use across the Industries. Door to Door visits for marketing 3M and Dresser fuel injection pumps. Identify various ongoing and upcoming projects in next 2/3 years. Make report with likely requirement of various items and draw an action plan to service those areas in future. Identify and engage with potential suppliers like Rockwell Automation, Prosoft Technology, Larson and Turbo Valve, Van leeuwen, Core Pipe, Weld Bend, TK Corporation, 3M, Dressers, Darchem, GEA, Crane, Rotork, etc. Establish Purchase order Management Setup, based on the size and quantities of orders and generate Sales by Setting target for the year and next three years as my Key Performance Indicator.SEPTEMBER 2011-MARCH 2012World Class IndoramaProcess Engineer East West Road,Port Harcourt, Rivers State,Nigeria.I was in charge of Designing, Modeling, Simulation, and Processing, Laboratory analysis and Project Management, Sales Engineering, Quality Assurance, Quality Control, Onshore and Offshore Skills on Health Safety Environment Management, Electrical Technologist and Interpretation of well using mud logging with the aid of Seismic drawing in Polymerization of a Monomer with a Co- Polymer in a Continuous Stirred Reactor, Vis a Vis Ensuring that the correct readings are communicated adequately to the respective authorities in the reactor room, for further evaluation and analysis in estimating the rate of reaction of the feed and output of end Product taking note of all the Rate Constant.NYSC MARCH 2007 – DECEMBER 2010Katsina State Water Board,Funtua Water Treatment Plant,Discharge Number: A001176845Post: Plant EngineerI carry out jar and milling test using the flocculation method to calculate the amount of these chemicals; aluminum sulfate, poly electrolyte, sodium hydroxide to be used in parts per million for the water treatment; after which i carry out a laboratory analysis on the Ph, hardness, percentage purity of the treated water and a quality control sticker is pasted on the particular batch size that was treated before i transfer the water to the distribution unit for drinking.MARCH 2005 – DECEMBER 2005Dorman Long Engineering12/14, Agege Motor Road ,Off Ojuelegba Lagos.Post: QA/QC/ Planning Engineer (Industrial Trainee)I am a member of the engineering team that design and fabricated the TSKJ Train six Pressure Vessel and Piping. I specializes in carrying out a non-destructive test using diaphragm on the welded region of the pressure vessel and Pipes with the aid of an ultraviolet radioactive ray and also ensuring that all the electrodes to be used for welding are kept in a quiver to maintain its accurate temperature before it is used for welding as it is stipulated by the ASME ISO CODE: PD5500. Ensuring that all Steel to be fabricated are having Stencil Marking and Grit Marking which Comprises of Heat Number, Cast Number, Grade, Schedule and Manufacturer Logo. EDUCATION2001-2006 Rivers State University of Science and Technology, Nkpolu,Port Harcourt, PMB 5080, Rivers State. B. Tech Chemical Petrochemical Engineering (2:1CGPA 3.70) 1993-1999 Ajeromi Ifelodun High School, Olodi Apapa, Lagos State .WASSCE’s: Mathematics, English, Biology, Chemistry, Physics, Economics, Geography, Agricultural Sci. 1987-1993 St. Johns Anglican Primary School, Olodi Apapa, Lagos state.First School Leaving Certificate. RESEARCH WORK:INDORAMA PETROCHEMICAL 2006 Simulation of Reactor for the Polymerization of Propylene to Polypropylene using a continuous stirred tank reactor connected in series with Ziegler-natal as the Catalyst and also Running Visual Basic Programmed to test run the Iteration steps, rate Constant kp of the reactor, Volume of reactor, Material balance, Energy balance of a Steady state reaction of the reactor, where the rate of the accumulation is equal to zero.(unpublished research project)PORTHARCOURT REFINING COMPANY2011 Revamping the Bottleneck in the Fluid Catalytic Cracking Unit{FCCU} using the Flue Train Gas to convert the Flared Gas from the expander-exhaust with the aid of Heat Recovery steam generator{HRSG} to Electric Motor having Electric Coil to Generate Power  and Eco-friendly Environment with the use of GENERAL ALGEBRAIC MODELING.(unpublished research project)INTEREST AND ACTIVITIES:I am a Member of my local gym and i enjoy playing football, table tennis and Basketball. I Also Enjoy Watching Sports, Movies and Listening to Music And Meeting People of Diverse Cultures like the reader. Engaged in several Management Trainings, with the Goal of understanding new innovations and Technologies.

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