

## Syed Rayyan Hydri

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Saudi Arabia.

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### TRANSFERABLE IQAMA

### Masters in Mechanical Engineering and Manufacturing Technology

#### PERSONAL DETAILS

|                           |   |
|---------------------------|---|
| Name: Syed Rayyan Hydri.  | Father Name: Syed Khaja Siddique Hydri.           |
| Date of Birth: 05-04-1993 | Gender: Male                                      |
| Nationality: Indian       | Religion: Islam (Sunni Muslim)                    |
| Marital Status: Married   | Languages: English, Arabic, Hindi, Urdu, Kannada. |

#### EDUCATIONAL QUALIFICATIONS

| <u>Name of the Course</u>  | <u>University/Institution/ Board</u>   |
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| <b>M. E. (Master's in Mechanical Engineering and Manufacturing Technology)</b> | <b>Ramaiah Institute of Technology, Bangalore.<br/>Visvesvaraya Technological University (VTU)</b> |
| <b>B.E. (Bachelor's in Mechanical Engineering)</b>                             | <b>H.K.B.K College of Engineering, Bangalore.<br/>Visvesvaraya Technological University (VTU)</b>  |
| <b>Diploma in Mechanical Engineering</b>                                       | <b>AL KHATEEB Polytechnic, Bangalore.<br/>Department of Technical Education (DTE)</b>              |
| <b>AWS – CWI (Certified welding inspector)</b>                                 | <b>American welding society (AWS).</b>   |

#### AREAS OF EXPERTISE

- ❖ Valves, Flanges, and Pumps,
- ❖ HVAC Design, Piping Design and Pump Selection.
- ❖ Certified welding inspector from American welding society.
- ❖ Institutional and Retail Sales Management.
- ❖ Area Sales Management and Procurement.
- ❖ Lubricants and Greases Sales Engineer.
- ❖ Welding and types of welding joints.
- ❖ Pipe and Pipe Fitting.
- ❖ Bearing, Shafts, Keys and Couplings.

- ❖ Finite Element Method.
- ❖ Fluid Mechanics and Thermal Engineering.
- ❖ Rapid Prototyping and 3D Printing
- ❖ Marine Onshore and Offshore Products.
- ❖ Safety Management.

## **UNIVERSITY/COLLEGE PROJECT'S**

- ❖ Embedded Graphene Research.
- ❖ Bio Diesel Fuel.
- ❖ SCAR.
- ❖ Solar Powered Agricultural Mechanical.
- ❖ Pneumatic Can Crusher.
- ❖ Hydraulic Can crusher.

## **PROFESSIONAL EXPERIENCE**

**Y.B.A Kanoo – SAIT**

**Mar 2022 – Till Date**

**Sr. Mechanical Engineer – Sales and Procurement**

- ❖ Forecasting, Planning, commercial analysis. Budgeting, P&L reviews, Price model generation.
- ❖ Market and competitor analysis, strategy development.
- ❖ Conduct P&L Reviews for new project.
- ❖ Developed Strategy for SchuF valves, Trelleborg, Parker Hose and Desmi.
- ❖ Implement sales presentation to top management and decision makers
- ❖ Create new project plan for marketing and sales newly developed products, qualifying, getting product approvals and product certification with End user Quality team.
- ❖ Communicating with Manufacturers prior bid and post bid, reviewing technical requirements of end user and offering, our product to eradicate issues faced by them.
- ❖ Sales Routing – Cold calls to potential customers.
- ❖ Arranging training for Engineers and new joiners at manufacturers facility for technical knowledge and sales approach.
- ❖ End Users such Saudi Aramco, Sabic, Maaden, SEC, Marafiq, NPCC, China Railway, L&T Hydrocarbons, Weatherford, Schlumberger, Arabian Drilling Company, National Petroleum Service, Saipem, Sinopec, HADEED etc.
- ❖ Provided certified pumps and industrial valves, flanges, lubricants as per the design specs.
- ❖ Providing Technical and commercials proposals, negotiations, review and approve all quotations before submitting to clients.

**China Railway Construction Corporation (CRCC 18)**

**Oct 2021 – Feb 2022**

**Sr. QC Engineer**

- ❖ Saudi Aramco Project SPARK City.
- ❖ Conducting regular meetings with QC inspectors and team for effective and efficient approach towards achieving quality.
- ❖ Create inspection test plan and follow the procedure as per Aramco standards.
- ❖ Continuous inspection and surveillance of site, workplace, and facility.
- ❖ Management meeting for updates in and out of process and for upcoming projects.
- ❖ Conducting regular inspections at site and material storage unit.
- ❖ Inspection of material receivables on site prior initialization of work.
- ❖ Create inspection test plan and follow the procedure.
- ❖ Production inspection witness ongoing work in progress as per ARAMCO standards.
- ❖ Generating RFI, inspection test plan and checklist as per ARAMCO requirements.

**Sr. Mechanical Engineer (Manufacturing)**

- ❖ Quality check after every process and carrying on with reports with every batch of manufacturing.
  - ❖ Manufacturing according to ISO 9001:2005 quality management Standards.
  - ❖ Manufacturing of Automotive Axels, Roller bearing, crankshaft and oil filter.
  - ❖ Manufacturing of SKF bearing, GEARS – Inner and outer rings.
  - ❖ Manufacturing of IFB & Whirlpool products – Back panels and Board (spot welding).
  - ❖ Reduced inventory costs by 2% by evaluating part drawings.
  - ❖ Introduced progressive tooling and compound tool for reduction in production time.
  - ❖ Reduced production time, man hours, and machine utilization, which granted us number of machines for other manufacturing of products.
  - ❖ Weld check for railway products and performing NDT test according to check list.
  - ❖ Raw material inspection – verification of certificates, testing and inspection of receivables.
  - ❖ Heavy Equipment and machine, pneumatic press, hydraulic press, mechanical press, lathe machines, multi electrode spot welding.
  - ❖ Providing technical support to production engineers and personnel as required on case-to-case basis.
  - ❖ Guiding procurement team to achieve cost cut through procuring from different suppliers by maintaining high quality material.
  - ❖ Conducting regular meetings with QC inspectors and team for effective and efficient approach towards achieving our goal. Preparing engineering schedules and forecast.
  - ❖ Create inspection test plan and follow the procedure as per ASME ASTM, and ISO standards.
  - ❖ Continuous inspection and surveillance due to gradual progressive production.
  - ❖ Management meeting for updates in and out of process and for upcoming projects.
  - ❖ Conducting regular inspections at production site and storage for materials and receivables.
  - ❖ Preparing engineering schedules and forecast.
  - ❖ Create inspection test plan and follow the procedure.
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**ASSAWAYER Trading Company - Saudi Arabia****May 2018 – May 2019****Sales Engineer**

- ❖ Incorporate and Manage sales cycle to prospects in Eastern region.
  - ❖ Support and recommend lubricant, cutting fluids, welding electrodes and grease products based on application, operation, parameter or working parameter and technical analysis.
  - ❖ Implemented market segment analysis using Schaeffer and omega oils marketing strategies.
  - ❖ Interacted daily with General Manager and Manager regarding sales programs, analysis of sales forecast, territory business plan, daily inquiries, scope of other products and lubricant bid handling.
  - ❖ Preparing sales offers and contracts implementing corporate credit policy guidelines.
  - ❖ Preparing and submitting weekly and monthly sales reports to manager and General manager.
  - ❖ Building and maintaining good customer relationships by ensuring excellent service delivery.
  - ❖ Planning, execution, and monitoring marketing activities.
  - ❖ Managing product formulation, quality control, packaging development and product specification of lubricants and greases.
  - ❖ Secure and renew orders and arrange delivery.
  - ❖ Schedule meeting with engineers, maintenance team, process team to assess equipment needs and to determine system requirements.
  - ❖ Prepare, deliver technical presentation, and engage in demo of product working and explaining product quality, durability, and benefits.
  - ❖ Technical advisor to end users for their inquiry of information as well as conduct site visit.
  - ❖ Creating business development plans.
  - ❖ Research for new scope of product development and association towards the company.
  - ❖ Generate new and potential clients.
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**Jr Site Engineer HVAC**

- ❖ Design, Inspection and installation of HVAC ducts, Split Air-conditioners.
  - ❖ Responsible for checking quality of receivables and spare of site material.
  - ❖ Pump selection for HVAC system.
  - ❖ Verify the test certificates, technical data sheets, and safety data sheets of all products incoming on site.
  - ❖ Coordinate with main contractors, MEP coordinators and consultants.
  - ❖ Quality inspection on copper pipes and Insulation.
  - ❖ Inspection on assembly and commission of project.
  - ❖ Projects for ETA PVT Ltd, and Prestige.
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**TECHNICAL PROFILE**

|              |                                    |                    |                          |                |                           |               |
|--------------|------------------------------------|--------------------|--------------------------|----------------|---------------------------|---------------|
| <b>CAM-D</b> | <b>FEM</b>                         | <b>Pump design</b> | <b>Lubricant Testing</b> | <b>CIM</b>     | <b>Welding Inspection</b> | <b>CNC</b>    |
| <b>Ansys</b> | <b>Procurement<br/>&amp; Sales</b> | <b>MS Office</b>   | <b>HVAC Design</b>       | <b>Outlook</b> | <b>HVAC Inspection</b>    | <b>Esprit</b> |

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**MEMBERSHIP/CERTIFICATIONS**

- ❖ **AWS-CAWI American Welding Society - Certified Associate Welding Inspector.**
  - ❖ **IIF - Member of The Institute of Indian Foundrymen.**
  - ❖ **IEI - Member of The Institution of Engineers (India).**
  - ❖ **AWS - Member of American Welding Society.**
  - ❖ **SAEINDIA - Member of Society of Automotive Engineer's India.**
  - ❖ **Student Development Program 2015-2018.**
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**Declaration**

I hereby declare that information furnished above is correct and accurate to best of my knowledge.

Thanks, and regards



SYED RAYYAN HYDRI

