

SHEMEER PH

SALES & BUSINESS DEVELOPMENT ENGINEER



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CAREER OBJECTIVE

## Professional Mechanical Engineer seeking an opportunity in the core field whereby my skills and expertise can be utilized to manage project operations and sales to achieve targeted progress and performance objectives.

## PROFILE SUMMARY

* Experience of almost 4 years in the Technical Sales field for Oil and gas instrumentation equipment like ESD valves, Control Valves, API 6A Valves, Wellhead equipment’s, Actuators, Manual valves and other related products.
* Experience of 2 years in the field of Production and Quality control department.
* Currently working as **Sales & BD Engineer** for **Oil and gas** Products in Oman and Kuwait before in the same profile, also worked as Production Engineer for a steel product manufacturing company.
* Working knowledge of **API, DEP, SP, ASME & ASTM** standards.
* Understanding of **Technical Sales & products of Oil and Gas industries**.

SKILLS SUMMARY

* Efficient product knowledge about **Products and Equipment in Oil and Gas Field and goods like industrial valves, control valves, ESD valves,** **API 6A Valves, Wellhead equipment’s, Actuators and other related products etc., contacts with reputed sources for all these products.**
* Sound knowledge on the **Pre-Qualification** process and documents required by the Government operated companies like KOC, KNPC, MEW etc.
* Familiar with PDO standards and Valve anatomy.
* Working knowledge on software’s like *SOLID WORKS*, *AUTOCAD* utility tools for the product design.
* Efficient with design drawings and their implementations.
* Good at collaborating with other team members and people up and down the hierarchy, owing to my excellent interpersonal skills.
* British Council ***IELTS*** exam cleared with band **7.5**.
* Great communication skills with good knowledge of technical terms and industry jargons.

PROFESSIONAL EXPERIENCE

**Sales and BD Engineer, FASTLINE TECHNICAL SERVICES, OMAN (JAN 2020-now)**

Working as Sales and Business Development Engineer in the field of Oil and gas industries, petrochemicals, refineries etc…

1. Participating in government tenders for different products related to oil and gas field like different kinds of Instrumentation products and valves, like Control valves, ESD Valves, API 6A Valves, Wellhead equipment’s, Actuators, Manual valves etc…

2.Submit technical quotations by checking the manufacturer offer with the given specifications.

3.Qualify the submitted offer with respect to the client requirements by passing technical queries stage.

4. Negotiate with the approved vendors for the tenders published by the government clients by carefully analyzing the market price and submitting the quotation accordingly.

5.Conduct site visit to potential customers, explaining and giving presentations about the products to incorporate their needs and thus to convert into business.

6.Work in the after sales and project phase after successful order by liaising with client and the manufacturer to execute the order for document approval cycle.

7.Securing new clients and managing existing clients to maximize sales capacity.

8. Secure and renew orders and arrange delivery.

**Sales and Business Development Engineer, General Trading and Contracting Company, Kuwait  *(March 2017-DEC 2019)***

Working as Sales and Business Development Engineer in the field of Oil and gas industries, petrochemicals, refineries etc…

1. Participating in government tenders for different products related to mechanical field like different kinds of Valves, Pumps, Line pipes, tubes, OCTG products etc…

2. Identify potential companies for various products and equipment related to oil& gas, refineries and power sector having all the criteria required for approval process for various clients in Kuwait.

3. Making the foreign companies approved for doing business in Kuwait, by applying for their Pre-Qualification to government companies like **KOC, KNPC,MEW** etc.. in Kuwait.

3. Securing new clients and managing existing clients to maximize sales capacity.

4.Handle business development, do the sales & marketing activities to the target industries and commercial sectors and other markets.

5. Secure and renew orders and arrange delivery.

6. Negotiate with the approved vendors for the tenders published by the government clients by carefully analyzing the market price and submitting the quotation accordingly.

**Production Engineer***,* ***Hydenso Steel and Engineering Limited*** *, Palakkad, Kerala, India (****Dec 2015-NOV 2017)***

Undertaken the planning, coordination and control of manufacturing processes and to ensure that goods and services are produced efficiently and that the correct amount is produced at the right cost and level of quality

Key Responsibilities:

* Quantity take off from drawings
* Monthly project invoicing
* Site coordination
* Material arrangement
* Labour management
* Assembly and despatch duties.
* Handle shop floor, QA/QC, site and assembly section

ACADEMIC PROJECTS

**DESIGN AND FABRICATION OF BIOGAS BOTTLING -** Major Project (B.Tech)

**Duration**: 6 months **Team Size**: Five

* The objective of the project is to attempt a method to purify and enrich the methane content in biogas and bottle it.
* The growing need of LPG can be minimized, and the bottled biogas will be cheaper than LPG.

**DESIGN AND FABRICATION OF CONCENTRIC TUBULAR SOLAR WATER DESALTING SYSTEM** –

Minor Project (B.Tech)

**Duration**: 3months **Team Size**: five

* The project includes a simple method to remove the salt contents in the water by working as solar stills.
* By using this project, the sea water can be treated cheaply and effectively to remove salt contents.

EDUCATIONAL DETAILS

* Master of business administration (MBA) in MARKETING MANAGEMENT from Annamalai University.
* Bachelor of Technology in **Mechanical Engineering**, (B-Tech) from the *Calicut University*, 2015 with ***First class*** degree **79%** (2011-2015).
* Higher secondary Education **CBSE with** 80% (2011).
* Secondary Education **CBSE** with 91% (2009).

COMPUTER SKILLS

MS Office Suite – Expert, Knowledge of Internet, Email Applications ,Solid works, AutoCAD

SOFT SKILLS AND INTERESTS

* **LEADERSHIP**: Volunteer secretary of National Service Scheme college unit.

: captained college cricket team.

* **CRICKET**: I’m passionate about playing cricket and have played for college team in several games.
* **FOOTBALL**: I am a good football player.
* **BADMINTON**: I am a good badminton player.
* **SPORTS AND ATHLETICS**: I have continuously participated in several sports and games meets and won many prices at school levels.
* **COMMUNICATION**: I have won many prices in extempore (English and Malayalam) in school levels as well as district level.
* **PRESENTATION**: I have anchored many department level programs in my college.

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PERSONAL STRENGTHS

Team Building, Communication skills, Leadership quality, Strategic thinking &problem-solving skills, Quick adaptation to new environment, Time management

PERSONAL DETAILS

Date of Birth : 5th July 1993

Sex : Male

Marital Status : Married

Languages Known : English, German (A1), Malayalam, Hindi, Arabic (Basic).

Driving License : India,Oman

Passport No : M1490765, INDIA