

CURRICULUM VITAE

Wasim-Ur-Rahman

Flat No: 1/1, AL-Rehan Apartment,
Old Purulia Road, Zakirnagar (W)
Mango Jamshedpur 832110
Phone No.(R) 0091-7766036250 (INDIA)
E-mail ID: wasimur@yahoo.com



Current Contact Info

Tel: +968 91410737

Objective

Seeking to take up a crucial role and actively participates in company's desired objective and goals in a global, challenging and exciting environment. I would like to be a part of an organization with global credentials.

Middle East Experience:

1.) Oct-2017 – Present

National Trading & Projects Co. LLC – Muscat Sultanate of Oman.

Working as Business Development Engineering “National Trading & Projects Co. LLC” is a multi-faceted organization that has been providing global products and solutions to the Sultanate of Oman since 1982. In collaboration with our global partners, we operate primarily in the core business sectors of Airports and Infrastructure, Security & Protection, Oil & Gas and Water & Power.

Roles & Responsibilities: Sales & Marketing, Business Development for Clients and Valves and Pipe fittings supplier. Involves in Agency agreement procedure & sourcing new principles.

Involvement in Projects

PDO - Petroleum Development of Oman

Oxy –Occidental Petroleum –Oman

ORPIC- Oman Oil Refineries and Petroleum Industries Co.

MOD - Ministry of Defense

PAEW- Public Authority of Energy and Water – Oman

RAECO – Rural Area Electricity Co. Oman

2.) April 2013 –October 2017

Imco Al-othman Industrial Marketing Co.

Worked in Imco Al-Othman Industrial Marketing Co. as a **Key Account Manager** in RAVSCO Division for Valve Servicing Business.

Major Project Role:

FADHLI GAS PROJECT

SADARA

JIZAN REFINERY PROJECT – JERP

RIYADH METRO PROJECT - BACS

SATORP

KARAN GAS PROJECT- SAUDI ARAMCO

YANBU EXPORT REFINERY PROJECT- YERP

3.) From: - April 2009 – November 2012.

***Pan Gulf Valve Services Co.Ltd. (VALVSERVE). / Saudi Valves.
Al-Jubail, Kingdom of Saudi Arabia.***

Worked as Sr. Sales Engineer for ***Pan Gulf Valve Services Co. Ltd. (VALVSERVE)***, Al-Jubail Saudi Arabia valve servicing for, ***Saudi Aramco, SABIC & its affiliates, SATORP (Saudi Aramco Total Refinery Project, Other Petrochemical & Process Plant, Water, Power & Utility Co, Jubail & Yanbu, SWCC, Saudi Government, Semi-Government & other Multinational Companies.***

Major Project Role:

SATORP

KARAN GAS PROJECT- SAUDI ARAMCO

QURAYYAH SEA WATER INJECTION PLANT-SAUDI ARAMCO

WASIT GAS PROCESSING FACILITIES-SAUDI ARAMCO- DOW CHEMICAL

SWCC AL-JUBAIL RIYADH 600KM WATER PIPELINE.

GPIC- BAHRAIN

SITRA POWER PLANT- BAHRAIN

My Roles & Responsibilities:

My main responsibility to development business for Valve repair maintenance facilities.

Sales and promotion of Service, maintenance & repair for valves & actuators.

Providing these customers with technical product support and evaluating their project needs and specifications

Leverage Valve division project sales team, business units and industries group to develop and implement pursue strategies/tactic.

Consolidate and provide updated monthly projects forecast to upper management and Valve Division.

Work closely with Installed Base Service Team to leverage end-user influence.

Build up rapport and relationship with key accounts and key engineering contractors.

Develop new business opportunities in support to Valve division's initiative and strategies.

Research and develop market opportunities, monitor competition

4.) From: - August 2004 to Jan 2009

NTSA & Co

Dammam, Kingdom of Saudi Arabia

In New Trading Services & Agencies Co. at Kingdom of Saudi Arabia.

Saudi Arabia Approved Vendor, Representative of Thyssen Krupp Mannex, and Germany & A Joint Venture of Douglas Chero Valves Italy. – Saudi Aramco Approved Vendor for Valves.

Worked as in above reputed firm in Saudi Arabia, We are representing Thyssen Krupp Mannex, and Germany last 30 years in Saudi Arabia Our Company has supplied huge quantities of ***Seamless Pipes & SAW Structural Pipes, Flanges & Special Alloys*** to Saudi Aramco. - I have

vast experience and have good Technical Knowledge about Thyssen Krupp Mannex Supplied Pipes; I used to meet Saudi Aramco Buyers to clarify their Technical Questions. I was also dealing **Corrotherm U.K**

And I was also being responsible for Business development of *industrial Control valves like Heavy Gate, Globe, Check valves, Plug Valves and Butterfly valves* which are required for Oil, Gas and Petrochemical industries and deeply involved in planning and budgeting of sales, marketing, managing supplier & customer relationships including their appointment, and giving them necessary sales support and Technical support, and developing the business in different countries in Middle east like Saudi Arabia, Dubai, Kuwait, Oman, Iraq, Qatar, Abu Dhabi etc.,

5.) From: - January 2000 - July 2004

Oracle Auto Private Limited.

Jamshedpur, India

Worked as a “*Sales Engineer*” in Oracle Auto Pvt. Ltd. (OAPL) produces mini construction equipment; Mini Dumpers, Front-End Loaders Cum Dumpers as well as Mobile Cement Concrete Mixers, in an economical price range. OAPL has been set up in technical collaboration with Agria Hispania, SA of Spain, and leading equipment major in Europe. The equipment has been certified by ARAI-Pune and thus meets the latest motor vehicle rules released by the Ministry of Surface Transport (Government of India). The company presently produces three models under the brand name, Scavenger

Duties & Responsibilities: -

Responsible for identifying, targeting and following up on new business opportunities, for achieving or exceeding sales and profit goals for a designated region and for providing a technical interface between company and customer to enable the company to meet its objectives in sales, profits and market share growth.

Follows up, qualifies and manages company generated sales leads, including identifying the purchasing influences within these companies. Establishes and maintains relationships with principals and key employees of customers.

Develops target account strategies to help secure and maintain business. Keeps the company informed about market conditions and developments within the region and generates trip reports, new project lists as well as sales forecasts.

Maintains an in-depth working knowledge of the technical applications of company products as well as familiarity of competitor’s products. Qualifies new applications for company products by understanding how these products fit into the market the customer serves.

Prepares customer contracts and interfaces with other departments of the company to ensure that quality, schedule and cost requirements are met.

Maintains good rapport with customers by following up on future orders, informing them of changes, supplying our best services to the customers as needed.

Provides feedback to company concerning customer applications, lead follow-up results and general market conditions.

General Duties

Responsible for sales improvement by adopting different marketing strategies.

Product promotion.

Tracking complete control on customer service relationship.

Providing full support to sales team.

Traveling to visit customers and building a quick rapport with them;

Persuading customers our products will best satisfy their needs in terms of quality, price and delivery;

Co-coordinating sales projects;

Searching for new customers that could benefit from company products;

Taking part in trade shows, conferencing and marketing events;

Performing technical presentations to groups and demonstrating how our product will meet customer needs;

Building and maintaining a close relationship with customers;

Helping in the design of custom-made products

Training: - Six months training in (“Sales- An innovative approach”) Sales & marketing promotion and market analysis at SoftTech Solution. One of the leading software service provider companies in India.

Seminar: - Attended Two days seminar for **Saudi Aramco** for its *2005 Energy Conversation Forum (“National Synergy towards Efficient Use of Energy”)* in Nov 29-30, 2005 at Dammam Saudi Arabia.

Hobbies:

Reading Sales & Marketing, related to Computer Software and its products.

Cricket, Playing Pool, Music.

Personal Strength: -

Sincere, Hardworking, capable of taking independent decisions and handling critical situation, self-motivated, Quick- Learner, Enthusiastic, Ability to work independently or in a Group.

Professional Details:

Technical : **Diploma in Mechanical Engineering**
College : **AL-KABIR POLYTECHNIC JAMSHEDPUR.**
Specialization : **Mechanical Engineering.**

Education:

Diploma in Mechanical Engineering from Jamshedpur, India

Computer Knowledge:

Operating Systems : MS-DOS, Windows 9X 2000 & Win Xp.
Designing : Auto-Cad 14, 2000
Software Packages : MS-Office.

Skill Set:

- Strong drives to succeed.
- Sincere and committed.
- Strong Inter Personal and analytical skills.
- Excellent Skills in Evaluation, Negotiation, Award, and Management of Contracts.
- Ability to perform under pressure and dealing with deadlines.
- Focused and logical approach.
- Ability to work in a Team.
- Quick decision making capacity.

Personal Details:

Father's Name : Late Abdur Rahman
Date of Birth : 04th January 1979
Sex : Male
Marital Status : Married.
Linguistic ability : English, Hindi, Urdu

Passport Details:

Passport No: - **L7811583.**
Place of Issue: - Ranchi, India.
Date of Issue: - 10-03-2014.
Date of Expiry: - 09-03-2024.

The Information provided above is true to the best of my knowledge.

With Best Regards

Wasim-Ur-Rahman