

# RESUME

## **I PERSONAL & EDUCATIONAL QUALIFICATION:**

- 1. NAME:** SAMIULLAH KHAN
- 2. VISA/ IQAMA:** VALID WORK VISA IN SAUDI ARABIA WITH TRANSFERABLE IQAMA  
(Details will be provided upon request. Profession in Iqama: Industrial Engineer)
- 3. NAME OF THE DEGREE COURSE:** B. E. IN INDUSTRIAL & PRODUCTION ENGINEERING
- 4. UNIVERSITY:** KARNATAKA UNIVERSITY
- 5. COLLEGE :** GOGTE INSTITUTE OF TECHNOLOGY, BELGAUM, INDIA
- 6. CONTACT DETAILS:** Email : [sskskhan@gmail.com](mailto:sskskhan@gmail.com)  
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## **II WORK EXPERIENCE:**

A TOTAL OF OVER TWENTY-FOUR YEARS OF EXPERIENCE, DETAILS OF WHICH ARE AS BELOW.

## **III. EXPERIENCE HIGHLIGHTS:**

### **1. Name and profile of the Company:**

Currently working as Sales Manager-Saudi Arabia from Jan '2020 till date with Gulf Sian Group, Dammam who are Trading & Contracting company

#### **Responsibilities:**

Marketing and promoting Mechanical and Electrical products & services to Chemical, Petrochemical, Power & Desalination and Oil & Gas Industries in the Kingdom of Saudi Arabia

Responsible for managing, building and growing relationships with decision makers and executives for the assigned customer accounts.

Always embody excellent customer service and actively work to improve customers business.

Act as the primary point of contact between our company and customer accounts; understand customer needs and how our aftermarket, capital equipment and technology can add value to their operations.

Support and promote our company with in Kingdom Joint Venture (ARM) where ever applicable.

Represent and promote all our technology product lines, technologies after aftermarket services for the assigned accounts within KSA.

Negotiate commercial terms and conditions for orders, within our policies and guidance from management, legal and finance.

Make direct sales contacts and pursue opportunities; create and present presentations, coordinating to involve appropriate internal SME's (Subject matter expert), where needed.

Gain insight into customer and market needs and develop strategic plans/initiatives to develop new opportunities and capture known opportunities.

Contribute data to the Annual Financial Plan/Quarterly Sales Forecast and continually focus efforts to meet booking requirements.

Maintain current knowledge on competitor activities, market offerings and efforts – document and communicate the information accurately to internal stakeholders.

Work closely with internal support team, subject matter experts and operations team.

Monitor and communicate the status of all orders to the customer; ensure customers account is current and assist AR with any past due accounts.

Maintain sales prospects and quotations pipeline and complete required internal and external general communication.

Represent our company at various industry association events and meetings.

Develop and submit sales activity and market intelligence reports as needed for management.

Travel domestically and regionally to customer and company locations as required.

Comply with all company QHSE policies and adhere to the company Code of Conduct.

Work towards having a tie up with the new companies towards having exclusive representation and long-term relationship to have a win-win situation.

Maintain in depth interface with customer and the principals regarding progress, status and strategies.

Search out, identify and report on new business potentials and customer's expansion plans.

Provide technical support, quotes and proposals for short term and long-term contracts and repair/ retrofit jobs for upgrading existing air intake units.

To identify new business development opportunities, prepare business plan and perceive it to achieve the same persistently. Forecasting customer requirements and plan to secure the deal.

Present sales, revenue reports as well as provide realistic forecast to the management to maintain stocks accordingly. Ensure that the customer needs are understood and communicated internally within our company so that they can be reviewed and addressed to ensure that the customers requirement are met with satisfaction.

Gather and present market data related to customers, territory and products and utilize this in planning of priorities and strategies for business development. Monitor and report to management on market and competitor activities. Discuss and propose strategies to respond to the competition.

Heading product launching and demonstration at conferences and workshops.

### **Major Achievements:**

Secured dealership agreement with YORK , USA to promote their complete range of refrigerant chemicals and spare parts.

Successful in replacing Honeywell with York refrigerants at Zamil O & M company

Successfully secured a yearly contract for equipment supply with Honeywell

## 2. Name and profile of the Company:

Worked as Area Sales Manager-Saudi Arabia from July '17 to Nov '19 with Rashed AL Rashed & Sons Donaldson company, Dammam who are manufacturing Air Intake filters for gas turbines and compressors in joint venture with Donaldson Inc, USA

### Responsibilities:

Building up strong and sustainable relationship at all levels with key customers like Aramco, SEC. Marafiq, SWCC etc

Provide technical support, quotes and proposals for short term and long-term contracts and repair/ retrofit jobs for upgrading existing air intake units.

To identify new business development opportunities, prepare business plan and perceive it to achieve the same persistently. Forecasting customer requirements and plan to secure the deal.

To ensure that existing install base is taken care by avoiding competition and thereby developing & growing new business/ customers targeting to replace filters from other competitor companies.

To coordinate internally with engineering and field service team before that startup for upgrade and retrofit jobs of Air Intake Units for gas turbines and compressors and leading the Job upfront with the customer along with the team to ensure that everything goes on smoothly in the accomplishment of the execution of the project.

Present sales, revenue reports as well as provide realistic forecast to the management/production team to carry out the filter production accordingly. Ensure that the customer's needs are understood and communicated internally within our company so that they can be reviewed and addressed to ensure that the customers requirement are met with satisfaction.

Gather and present market data related to customers, territory and products and utilize this in planning of priorities and strategies for business development. Monitor and report to management on market and competitor activities. Discuss and propose strategies to respond to the competition.

Interact regularly internally with other country heads, engineering and field service engineers in order to coordinate and manage all aspects of business development. Adhere to the company's policies and work towards achieving the company's given goals.

Planning and overseeing new marketing initiatives. Researching organizations and individuals to find new opportunities.

Plan and develop a roadmap to launch new products like Donaldson "Quick Lock Yoke" system by conducting seminars, giving technical presentations to educate customer's thereby developing customer confidence and relations.

Carry out Market Research based on a defined plan of action before we launch our products into the market to combat competition. Successful in replacing second stage filters from competitors.

Increasing the value of current customers while attracting new ones. Finding and developing new markets and improving sales.

Attending conferences, meetings and industry events.

Heading product launching and demonstration at conferences and workshops.

### **Major Achievements:**

Secured yearly contract for supply of Filters to NOMAC for all their gas turbine air intake units

Accomplished complete repair & retrofit job for Donaldson Air intake units at Aramco-Khursaniyah Gas Plant, Berri Gas Plant & SEC-Al Farras.

Successfully completed the complete overhaul of spares and retrofit of 5 Gas Turbine Air Intake Units at Aramco Haradh GOSP 2.

Launched Donaldson-Quick lock Yoke system by carrying out new product launch, giving demonstrations to get it approved for mounting filters efficiently and quickly without any dust bypass in Aramco and SEC. Successful in getting orders with Saudi Aramco Khurasniyah, Abqaiq, Haradh and Wasit gas plants for TTD and GDX units.

### **3. Name and profile of the Company:**

Worked as the Business Development Manager for Electro Mechanical Division for Al Joaib Holding based in Dammam, Saudi Arabia from Nov, 2010 to July 2017. Portfolio of products consists mainly of engineering expertise in Mechanical & Electrical disciplines for Petrochemical, Power, Desalination and Oil & Gas Industries.

We do sales and services of Gas Turbine Air intake filters including installation, repair & retrofit. Our product profile also includes Process filters, Pumps, valves, Heat Exchangers, Pipe Hangers & supports for existing, new and expansion of projects.

### **Responsibilities:**

Marketing and promoting products & services to Chemical, Petrochemical, Power & Desalination and Oil & Gas Industries in the Kingdom of Saudi Arabia.

Manage all contracts with Saudi Aramco to ensure that stocks are maintained & delivered as per the committed agreement to Aramco's satisfaction.

To take complete responsibility as the divisional head for all matters related to manage, sustain and continuous growth of the division

Ensure that the Business Plan & Strategy, Budgets are defined and implemented as per the road map and within the company policies/guidelines.

To be involved as a team member within the division to maintain a healthy working environment.

Pursue continue business development and identify new business avenues.

In line with the business avenue, perceive to further process the business prospects by sourcing companies who can execute the task.

Work towards having a tie up with the new companies towards having exclusive representation and long term relationship to have a win-win situation.

Maintain in depth interface with customer and the Principals regarding progress, status and strategies.

Search out, identify and report on new business potentials and customer's expansion plans.

To visit customers on regular basis and report on status, customer's organization, culture and expectations

Communicate customer needs and issues accordingly by contributing to market analyses

Identify competition as well as their market strategies, technically and financially.

Keep the Management informed with regular comprehensive market report to ensure support required to achieve the BU objectives.

Continuously update sales plan and monitor development and business strategies to achieve the predefined Goals.

To continuously pursue to achieve the given income targets within the stipulated time frame with reduced expenses as per predefined Income/Expense budgets.

#### **Major Achievements:**

Secured contract for the sales, installation, commissioning & training of Lathe machines for Saudi Aramco

Accomplished complete repair & retrofit job for Donaldson Air intake unit at Aramco-Khursaniyah, Sabic: Ar Razi and Gas.

Secured three agreements for a four-year contract with Saudi Aramco for various types of Air Intake filters & spares for Gas turbines, strainers & process filters.

Secured two-year contract with Marafiq for various types of Air Intake filters & spares for Gas turbines, strainers & process filters.

Successful in replacing Braden filters with Donaldson at SEC power plant and get a major order for the supply of air intake filters.

Secured orders from Aramco Abqaiq & Khursaniyah for the supervision of filter change out providing report & recommendations based on the findings.

#### **4. Name and profile of the Company:**

Worked as Marketing Manager for AARVI ENCON ARABIA LTD from June 2008 to Oct 2010 in Jubail, Saudi Arabia. Portfolio of products consists mainly of engineering expertise in Mechanical & Electrical disciplines for new and Expansion of Projects, Operational and Maintenance, Trouble Shooting, Repair and Retrofit of plant equipment's and machinery.

#### **Responsibilities:**

To plan, discuss & make strategy against defined budgets and implemented them as per the road map.

Target competition and device market strategies to counter sales both technically and financially.

In line with business development, focus towards new tie up with companies towards having exclusive representation and long-term relationship

Perceive to further process the business prospects by sourcing companies who can execute the task.

Support customers towards seamless operation of the products represented & execute strong team spirit assuring utmost business success.

To update sales plan and monitor business development and business strategies to achieve the results.

Continuously pursue to achieve the given income targets within the stipulated time frame with reduced expenses as per predefined Income/Expense budgets.

### **Major Achievements:**

Secured the two-year contract for the Saudi Kayan project for Installation & Commissioning of EO/ EG plant where a team of eight engineers are currently deployed for the execution.

Secured order for the Generator-Retaining Ring repair and executed the task successfully with Mitsubishi Corporation, Japan at SWCC, Jubail

### **5. Name and profile of the Company:**

Worked as Business Development Manager for YUSUF BIN AHMED KANOO from Mar 1995 to Apr 2008. Having branch offices in Jubail, Dammam, Riyadh, Jeddah & Yanbu, our portfolio of products consists mainly of Industrial- Maintenance Repair & Operations Products and consumable companies from Europe & USA, whom we represent exclusively in Saudi Arabia. The Principal profile is as under:

- Industrial lubricants from TEXACO, Exxon & ADNOC-ABU DHABI.
- White Mineral Oils from TOTAL and RAJ LUBRICANTS CO, INDIA.
- Complete range of SAFETY PRODUCTS from DBI-Sala, Hughes-UK, Centurian & Stoko.
- MRO products like Cleaners/Degreasers, Dry Lubricants, Penetrants from LPS LABS., USA.
- Specialty lubricants like Greases, Open Gear/ Wire Rope/ Chains lubes, cutting Oils & a wide range of other Industrial Lubricants from ROCOL LTD, U.K.
- Valve Greases/ Sealants from NORDSTROM/ FLOWSERVE VALVE SEALANTS, USA.
- Wide range of Vapour Phase Corrosion Inhibitors in the form of Coatings, Paints, Powders, Plastics, Additives etc. from CORTEC CORPORATION, USA.
- Complete range of Corrosion Inhibiting Coatings from Chemetall.

### **Responsibilities:**

Marketing and promoting products of the above-mentioned Companies products in the Kingdom of Saudi Arabia through a network of offices in Dammam, Riyadh and Jeddah by having a Sales Team in each region catering to the Off shore/ On shore Drilling companies, Oil and Gas Industries, Petro Chemical Industries, Power & Desalination Plants, Drilling companies/ contractors and Aviation Industries

To generate profitable business and meet the desired targets by effectively leading the sales team by providing motivation & support as a team leader.

Plan and develop a roadmap to launch new products by conducting seminars, giving technical presentations to educate customer's thereby developing customer confidence and relations.

Carry out Market Research based on a defined plan of action before we launch our products into the market to combat competition.

To perceive continuously to improve the performance of Sales Engineers by motivating and providing necessary resources, support to achieve the desired results.

Carry out product demonstration, provide technical support by solving Maintenance/ operations related problems by providing better solutions with our equivalent products, generate enquiries and standardizing our products in the customers system with our product specifications.

Ensure that the Business Plan & Strategy, Budgets are defined and implemented as per the road map and within the company policies/guidelines.

To continuously perceive to develop business and keep identifying new business prospects and convert them into business transaction

Support customers towards seamless operation of the products represented & execute strong team spirit assuring utmost business success.

Maintain in depth interface with customer, the team members and the overseas Principals regarding progress, status and strategies.

Search out, identify and report on new business potentials and customer's expansion plans

Communicate customer needs and issues accordingly by contributing to market analyses

Identify competition as well as their market strategies, technically and financially.

Contribute and execute to prepare and deliver customer presentations or support activities accordingly.

To visit customers on regular basis and report on status, customer's organization, culture and expectations.

Provide comprehensive and in depth visit and situation reports to the Management in order to ensure achievement of BU objectives.

Deliver sound inputs for the sales plan development, pricing and business strategies & support proposal preparation, follow up and business capture strategies.

### **Major Achievements:**

Secured two-year contract for the supply of various Safety Products, Coatings, Cleaners and Degreasers from Saudi Aramco which is currently being supplied against a committed Agreement wherein we stock the products based on their forecast to cater to their requirements.

By standardizing our product and having it specified in their system for use on any expansion projects of Aramco for Mothballing of various equipments, we secured a major order for the supply of Coatings & Vapour Phase Corrosion Inhibitor from Cortec, USA.

After presentations to various drilling companies, obtained a blanket approval for supply of Corrosion Inhibiting Coatings from Cortec, LPS, Rocol & Chemetall

Obtained approvals for various Aviation approved products with Saudi Aramco Aviation to maintain their fleet of aircrafts and are currently supplying the same under Agreement for a period of two years.

Obtained approvals for numerous Industrial Cleaners & Lubricants with the various affiliates of SABIC and Saudi Aramco. An Agreement for the supplies of various MRO consumables was established for a period of two years.

By specifying/approving our product “Univolt-52 Transformer oil” from EXXON with the Engineering Dept., secured a major breakthrough supply for the Start-Up Lubrication of huge transformers for the Yanpet project in Yanbu.

**6. Name and profile of the Company:**

Worked as a Sr. MARKETING EXECUTIVE with MEKASTER INTERNATIONAL Pvt. Ltd., BANGALORE, from July 1994 to Mar 1995. They are the exclusive representatives of companies like:

- Hydraulic, Industrial and Rescue equipment's from HOLMATRO, HOLLAND.
- Non-Magnetic, Spark resistant, Non-Corrosive tools from AMPCO ECKART, GMBH, GERMANY.
- Rack and Pinion Elevators, Raise Climbers of ALIMAK AB, SWEDEN.

**Responsibilities:**

Marketing and promoting sales of the above products by generating enquiries and following up for the same, customer interaction, providing technical assistance, follow up of payments with the Oil and Gas Industries, Space Research Organizations, Nuclear Power Generation Plants, Ship Repair Industries and Aviation Industries in the Southern States of India.

**7. Name and profile of the Company:**

Worked as the Sales Engineer from Sept '94 with AQUARIUS TECHNOLOGIES PVT. LTD., PUNE, from Sept 1992 to June 1994. They are in Technical Collaboration with TREMIX AB, SWEDEN, for the manufacture of the entire range of Concrete Flooring Equipments in India.

**Responsibilities:**

Overall marketing function, initializing of sales centrally through Consultants, Contractors and Architects.

Providing customer technical support, quotes, budgetary proposals

Carrying out presentations to customers and giving demonstration.

Closing of sales to meet the targets and follow for receipt of funds.