**T.DURAI**

Manama, Kingdom of Bahrain.

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**CAREER OBJECTIVE:**

To aspire for a challenging career in a progressive environment conducive to exponential professional growth.

# CAREER DETAILS:

Total experience of 14 years in Sales/Application in Pumps, Valves, Fittings, and Filtration & Automation related fields.

* + Working experience with Sr. Sales Engineer for Mechanical- Flow control Products **(KSB pumps-Germany, Vag Valves –Germany and KLAMFLEX Fittings-South Africa)** with Almoayyed International Group, -Almoayyed Electrical & Instrumentation Systems Division, Manama-Kingdom of Bahrain from October 2012 to April 2022.
	+ Worked with Sr. Sales Engineer for Flow control **Products (Clyde Union Pumps-UK, Virgo Valves-Italy, Fluid Engineering Filter &Strainers-USA**) with Dar Al Riyadh, S&PS Division, Al Khobar- Kingdom of Saudi Arabia from Dec 2008 to May 2012.
	+ Worked as Sales Engineer for Pumps and valves with M/s.Fluidline System & Control Pvt Ltd ,Chennai(**KSB Pumps & Valves** ) from June 2005 – Nov 2008

## **Work Experience with Alomoayyed Electrical and Instrumentation Systems, Bahrain**

**About the Company**

ALMOAYYED Electrical & Instrumentation Systems (AEIS), is a leading engineering company in the Bahrain with diverse business activities in the fields of Industrial Electrical Equipment, Control & Automation Systems, Field Instrumentation, Valves & Pumps. In association with leading American and European companies in Electrical Engineering, Control and Instrumentation, AEIS carries out operations in the Kingdom of Bahrain, UAE and Qatar. AEIS provides a wide range of services that benefit the petrochemical, chemical, oil and gas, energy, water, utilities, metal, food, pharmaceuticals, cement, heavy industry and large commercial projects.

**Job Profile:**

Sr.Sales Engineer for Mechanical Flow control products (Pumps, Valves and Fittings) handling in Bahrain primarily for Water and Waste water sectors &Oil & Gas and Power.

**Job Responsibilities:**

Provide Sales with Technical response/ Proposal Engineering for products like

* KSB Pumps ,Germany
* VAG Valves ,Germany
* Klamflex Fittings, South Africa
* Having target for Business Development with Water and waste water Contractors, Oil and Gas industries Contractors, Petrochemical, Metal and Power companies in Bahrain territory.
* Responsible for representing our pump and Valves principals’ product to customers and at field events such as conferences and seminars.
* Attending Techno Commercial meeting with clients.
* Contract handling like document submission/ approvals, Technical/ Commercial clarifications, Third Party inspection coordination and Payment follow up.
* Spares Business.
* Providing Technical Support to Sales Team.
* Preparation of Training manual.
* Preparation / presentation of Tenders and Quotations to Contractors, Consultants, Water Companies and other Industrial Applications.
* Close follow up with Tender Board, EWA, MOW, SEOMD, WDD, WTD, PSD, and CSD for the new tenders and upcoming projects with EWA and Ministry of works.
* To promote the Pumps and Valves products and services of the company strongly and dynamically, to achieve the targeted sales revenues.
* Support the Management with the development plan and support the establishment of both annual and monthly sales budgets and objectives.
* Maintain knowledge of market and industry trends, competitors and leading customer strategies.
* Regular customer interaction.
* Enquiry generation
* Techno –commercial offer submission
* Keep market update
* Business development ,planning and Execution

**Skills:**

* Organising area and planning coverage
* Excellent at reporting and record keeping
* Developing long term relationships with customers
* Researching potential new business
* Excellent knowledge of area and many companies in the area
* Computer literate :Conversant with MS Office, The Internet, AutoCAD Software.

**Accomplishments:**

* First time order for BD120K fromEWA/Sitra Power and Water Station for Replacement of sea water pumps Project.
* First time order for BD 35K from Crown Electro mechanical for Darklub sewerage project with MOW.
* First time order for BD 48K from Aldurazi for Investment gateway project (IGP).
* Order for BD 78K from Alba for Supply of pumps.
* Order for nearby BD450K from CSD for various EWA projects for the supply of valves.
* First time order for BD 175K from Haji Hassan for Amas west link project.
* First time order for BD 135K from Kartec services for Dilmunia phase 2 project.
* Order for BD 485K from various contractors for EWA projects for the supply of valves.
* Worked for Prequalification &vendor Registration for KSB,Vag ,Klamflex with EWA,MOW,SEOMD,Hidd Power plant,Alba,GPIC,..etc.
* **Reference list for My clients in Bahrain .**

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| --- | --- | --- |
| * Electricity and Water Authority
 | * Alba
 | * Ministry approved Electro Mechanical Contracting Companies in Bahrain.
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| * Ministry Of Works
 | * GPIC
 | * Private industries at Hidd,Sitra and South Alba Industrial areas in Bahrain
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| * Sanitary Engineering Planning & Projects Directorate (SEPPD)
 | * Garmco
 | * Infra Projects at Amas ,Hidd,Dilmunia and Diyar Al Muharaq islands .
* Oil & Gas pipe line Contractors .
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| * Sanitary Engineering Operations and Maintenance Directorate (SEOMD)
 |  | * Ministry approved Sewerage Contracting Companies in Bahrain.
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| * CSD
 | * Balexco
 |  |
| * PSD
 | * Banagas
 |  |
| * WTD
 | * Bapco
 |  |
| * WDD
 | * BASF
 |  |
| * Nass Contracting
 | * SULB
 |  |
| * Panorama Contracting
 | * HPC
 |  |
| * Ahmed Mansoor Al Aali (AMA Group)
 | * Sitra Power and Water Station
 |  |
| * Mohammed Fahroo Contracting Co
 | * Riffa Power Station
 |  |
| * JASCO
 | * Al Azzel Power Plants
 |  |
| * MSCSC
 |  |
| * Ramsis Engineering Co
 | * Tubli STP
 |  |
| * Almoayyed Contracting Co.
 | * Muharaq STP
 |  |
| * Al Durazi Contracting Co
 | * Tebodin Consultant
 |  |
| * Hafeera Contracting Co
 | * Aecom
 |  |
| * Albana Contracting Co
 | * Mott macDonald
 |  |
| * GP Zacharidas
 | * Hyder
 |  |
| * Cebarco Contracting Co
 | * MWH Khonji
* P2mberlin
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| * Kartec Engineering services
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**Product Training:**

* Participated Middle East Sales and technical training for VAG Valves at Dubai on Dec 2012.
* Participated sales training for Vag valves at Dubai on May 2014.
* Participated sales training for KSB pumps at Bahrain on Feb2015
* Represented product exhibition for Middle East Process Engineering Conference and Exhibition, Bahrain, on Sunday, 29th September 2013 to 2nd Oct2013.
* Arranged and Participated technical seminar for various products at Gulf Hotel Bahrain on 3rd and 4th Nov2015.

## **Work Experience with Dar Al Riyadh , Supply & Projects services division, Saudi Arabia**

**About the Company:**

Dar Al Riyadh Holding Co.Ltd established in 1975 is a famous Engineering consultants in Saudi Arabia, Supply & Project services is the offshoot of Dar Al Riyadh dealing with Industrial products and Exclusive agents for Hidrostal Pumps(UK) ,Discflo Pumps(USA),Clyde Union Pumps(UK),Bernoulli Filters(Sweden) , SPX cooling towers, Thermax boilers, Virgo Valves & Controls, Noreva Check Valves, ACE Butterfly valves & Rosemount tank gauging systems, etc.

**Job Profile:**

Sr. Sales Engineer for Pumps, Valves &Filters handling Eastern & Western Province, primarily for Oil & Gas and Power industries & Water Projects.

**Job Responsibilities:**

Provide Technical response/ Proposal Engineering for products like

* Clyde Union Pumps, UK,
* Discflo pumps ,USA
* Virgo Valves, Italy
* Bernoulli Filters, Sweden
* Fluid Engineering ,USA
* Having target for Business Development with Oil and Gas industries Contractors & Petrochemical companies in Eastern & Western province in Saudi Arabia.
* Responsible for representing our pump principals’ product to customers and at field events such as conferences and seminars.
* Attending Techno Commercial meeting with clients.
* Contract handling like NMR submission/ approvals, Technical/ Commercial clarifications, Third Party inspection coordination and Payment follow up.
* Spares Business.
* Preparation of Training manual.
* Preparation / presentation of Tenders and Quotations to Contractors, Consultants, Water Companies and other Industrial Applications.
* To promote the Pump products and services of the company strongly and dynamically, to achieve the targeted sales revenues.
* Support the Management with the development plan and support the establishment of both annual and monthly sales budgets and objectives.
* Maintain knowledge of market and industry trends, competitors and leading customer strategies.
* Regular customer interaction.
* Enquiry generation
* Techno –commercial offer submission
* Keep market update
* Business development ,planning and Execution

**Accomplishments:**

* First time order for SR 4.5Million from Saudi Binladin for Taibah University Project.
* First time order from Petrofac for Karan Gas Plant Project
* First time order from SSEM for Tabuk North West Armed Forces Hospital Project.
* Worked for vendor Registration & First time Orders for SR 3.2 Million from Kemya (Sabic Industries group), Jubail for LLDPE project.
* First time order from Al Suwaidi for Aramco Project.
* First Order from Bonnati Spa for Aramco Project.
* Order for SR 2.3 Million from AL Suwaidi for Aramco various Bulk plant projects.
* Order for SR 3.25 Million for Jeddah Refinery project.
* **Reference list for My clients in Saudi Arabia**

1. Saudi Aramco

2. Sabic

3. Saudi Formaldehyde Chemical Co.Ltd

4. Al Hamrani Industrial Group Co.Ltd

5. Bechtel (SCECO project)

6. AES Arabia

7. Crystal Yanbu

8. Gas Arabian Services EST

9. Jubail Chemical Industries Ltd

10. Metito Arabia Industries

11. Nesma& Partners Contracting Co.Ltd

12. SASREF

13. Saudi Binladin Group

14. Elseif

15. SSEM

16. KENTZ Engineering

17. Al Suwaidi

18. M.R.K Al Kathlan

19. JGC contractor

20. Yanbu Petrochemical

21. JANA..Etc

22. GESContractor-AMCDE, FLOUR, PETROCON, SAUD NSULT, SCADO, SOFCON, ZUHAIR

23. SCECO Contractors

24. List of Contractor at Riyadh:

 Water based Contractors:

 1. AES Arabia

 2. Metito

 3. Wetico

 4. Abunayan

 Pipeline projects:

1. Arabian pipeline company

 2. SSEM

 3. RTCC

 4. Al Harbi

 25. List of Contractor at Jeddah

 1. Bemco

 2. Saudi Binladin Group

 3. SETE Energy

 4. Saudi Archirodon

26. Pvt Industries like Dammam, Jubail industrial cities/ Eastern province

27. Good contacts in Consultant, Contractor/ Eastern province and Riyadh

**Product Training:**

* Participated Product sales & technical training for Bernoulli Filtration at Lund, Sweden on Oct 2010 for three days.
* Participated sales training for Virgo valves ag valves at Bahrain May 2009.

## **Experience with Fluid Line Systems and Control Ltd, KSB make Pumps &Valves Business Group, Chennai from June 2005 to Dec 2008**

**Job Profile:** Sales Engineer for KSB make Pumps & Valves.

**Job Responsibilities:**

* Preparation of offers for major customers in Chennai & Pondicherry Markets includes Hyundai ,ETA, TVS ,Saint Gobain, Pvt Industries ,etc.,
* Providing Back Office Technical Support to Sales Team.
* Sizing and Selection of Pumps for Pipeline Applications and Water projects.
* Preparation of Training Manuals.
* Attending Technical Meeting with Consultants, Contractors.
* Overall Responsible for all Quotes made from Pipeline & Water industry project Division.

**PERSONAL PROFILE**

Father’s Name : J. S. Thangaraj

Date of Birth : 14.04.1981

Marital Status : Married.

Personal : Male, Indian

Languages Known : English, Tamil

Mobile Phone No. : **+973 33508904 (**Bahrain )

Email ID : duraithangarajbym@yahoo.com

Passport No. : **Z2233987** Valid till 2023.

**Bahrain (GCC) Driving License: Kingdom of Bahrain Driving License Exp.up to 01/01/2023****.(Transferable all GCC countries)**

**Saudi (GCC) Driving License: Kingdom of Saudi Arabia Driving License Exp.upto 06/07/2022. .(Transferable all GCC countries)**

**Professional Membership:**

1) MISTE- Member of Indian Society for Technical Education

2) SCE- Saudi Council of Engineering (Saudi Arabia)

3) COEPP-Committee for Organizing Engineering Professional Practice (Bahrain)

**EDUCATIONAL QUALIFICATION**

Professional Qualification: **B.E. in Mechanical Engineering. (2002-2005)**

 St.Peter’s Engineering College, Anna University, Chennai.

Diploma in Mechanical Engineering. (1999- 2002)

Govt.Polytechnic College, Nager coil,

Department of Technical Education, Chennai

**Personality Traits:**

Go Getter, Hardworking, showing commitment, Good inter-personal relations, fast grasping, easy Acclimatization, Consciousness, flexibility and adaptability.

Date: 17.06.2022. **T. Durai.**

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