

**KHAN ZOHEB**

S/O MR. MUSHIR HASSAN KHAN



WEBAU Middle East FZCO

Dubai

INDIA

Mobile: +971-501084259 / +91-9819180256

E. MAIL: [zoheb.2909@gmail.com](mailto:zoheb.2909@gmail.com)

**CAREER OBJECTIVE:**

As a young, dynamic, result-oriented with excellent communication skill, my career objective is to explore my knowledge of **Mechanical Engineering** in the best professional manner.

**JOB STATUS:**

***Working as a Spare Parts Sales Engineer of Road Construction Machineries & Heavy Equipment in WEBAU MIDDLE EAST FZCO in U.A.E.***

**Designation: *Spare Parts Sales Engineer.***

**Date of Joining: 01/10/2019**

**Experience: *Working as a Spare Parts Sales Engineer of Road Construction Machineries & Heavy Equipment in WEBAU MIDDLE EAST FZCO in U.A.E. they are into trading components like,***

***Road Construction Equipment: Asphalt Pavers, Dynapac, Vogele, ABG, TITAN, Batching Plant Accessories.***

***Hydraulic Equipments: Scissor lift, Dock leveller, STILL Forklifts, Hydraulic Lifting Platforms etc. & other Material Handling Equipments***

**Total Experience in the field of Sales & Marketing, Business Development & Project Estimation is of 9 years.**

## **Duties and Responsibility:**

- Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action.
- Assist Spare Parts orders – provide follow up and ensure the sale is executed.
- Assist team to develop a coordinated sales effort while keeping management informed of market conditions.
- Manage service activities with effective execution and work towards improving on-time service delivery.
- Develop trusting relationships with key decision makers within the market.
- Gather feedback from customer (customer inquiries), provide ideas and suggestions on product and service adaption and development and after-sales service.
- Support the back-end sales activities and establish processes and system to improve the productivity from inquiry to ordering processes.
- Submitting monthly reports, including booking forecasts, monthly highlights and CRM entries.
- Captured opportunities for additional sales during project implementation and rollout with existing accounts.
- Gained customer acceptance by demonstrating cost reductions and operations improvements.
- Delivered technical sales presentations to prospects and presented benefits and value of products.
- Reviewed all customer inquiries to understand parts requirement while managing internal delivery mechanisms.
- Provided sales forecasts for all product sales opportunities within assigned region.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Attended trade shows and seminars to promote products and network with industry contacts.
- Analyzed marketing data, including market trends, competitor performance and product strengths.

***Worked as a Sales & Installation Engineer of Crane & Hoist department in SYSCON TRADING & MECHANICAL SERVICES CO. W.L.L. in Kingdom of Bahrain.***

**Designation: Sales & Marketing Manager of Crane & Hoist.**

**Brand: STREET CRANE U.K.**

**Date of Joining: 12/03/2015**

***Date of Leaving: 28/02/2018***

***Experience: Worked as a Sales & Installation Engineer of Crane & Hoist (Material Handling department) in SYSCON TRADING & MECHANICAL SERVICES CO. W.L.L they are into trading & installations of components like,***

***Heavy Equipment: EOT crane, Jib crane, Aerial Working Platforms.***

***Hydraulic Equipments: Scissor lift, Dock leveller, STILL Forklifts, Hydraulic Lifting Platforms etc. & other Material Handling Equipments***

**Duties and Responsibility:**

Achieving a good record of the Sale & Business Development of EOT Cranes, Jib Cranes, Dock Levelers, Scissor Lift, Aerial Working Platform & other Material Handling Equipments in Bahrain.

Developing competitive business development and sales strategy, uncovering/ creating new opportunities, identifying systems (EOT Cranes & Other Material Handling Equipments)

Coordinating site activities related to EOT Cranes, Hydraulic Machineries with Site Engineers, Supervisors and technicians.

Managing procurement & distribution of EOT Cranes and other Material Handling Machineries.

Involved in business development and client relation in the area of sale of EOT cranes & other Material Handling Equipments.

Recommending dynamic and flexible solutions & managing account activity.

Established good relation with suppliers from UK and other European countries.

Good exposure to client and consultant level meetings and discussions.

Performing various calculations to ensure that procurement, maintenance and distribution of material do not put burden on the set budget.

Overseeing contract/ subcontract labours to ensure that work is carried out as required and in a safe manner.

Verifying and signing off on timesheets of labour, cranes transport used at the field location.

Knowing how to read engineering drawings, material specifications and bills of materials.

Establishing & sustaining good relation with suppliers from Europe and other countries

### **Project Handled:**

Collaborating with Consultants for the Shop Drawing Approval related to Supply & Installation of EOT Cranes & other Material Handling Equipments.

Successfully completed projects of 65 Nos. EOT Cranes for the 66 kV & 220 kV Substation Projects for Electricity & Water Authority in Bahrain.

Successfully completed projects of EOT Cranes for Pumping Stations at NBNT, SEEF, SITRA, DURRAT AL BAHRAIN & ISA TOWN with NASS, AMA & ETD in Bahrain.

Successfully completed projects 4 Nos. of Scissor Lift for Al Jazira Super Markets in Bahrain.

Successfully completed 15 projects of Garbage Chutes for Bin Faqeeh, Arab Architect, Alghanah & Pollidous Contracting in Bahrain.

### **Accomplishments:**

Holds the distinction of securing 36 major Annual Maintenance Contracts (AMCs) for the EOT Cranes at SITRA Power Station, Schlumberger, ALBA, Praxair, BDF in Bahrain

Efficiently handled major client issues such as Providing Design solutions, Price related Concerns, Product Delivery, and Effective After Sales Services and took effective steps to resolve the same.

Took effective measures dealing with all the suppliers of the concerned product to educate the market situation, asked our product suppliers to visit Bahrain and held serious meetings with clients and consultants to create awareness on market scenario so as to get a competitive price from them to steer cost reduction.

***Past Experience:***

***Worked as a Mechanical Estimation Engineer in JAYCO HOIST & CRANE MFG. CO.***

***Date of Joining: 19/09/2011***

***Date of Leaving: 10/03/2015***

**Duties and Responsibility:**

- Responsible for managing all project costs from pitch to completion.
- Undertaking costs analysis for building projects.
- Attending meetings and liaising with stakeholders on commercial matters.
- Monitoring the cost of site resources.
- Working on a number of build projects at any one time.
- Produce monthly cost & value reports, quarterly reports & cash flow information.
- Preparing tender and contract documents.
- Developing strong relationships with the clients and subcontractors.
- Providing advice and guidance to staff in the preparation and presentation of works proposals, review and updates.
- Making Quotations & estimating cost as per requirement.
- Consult with clients, vendors, personnel in other departments or construction supervision to discuss and formulate estimates and resolve issues.
- Prepare estimates for use in selecting vendors or subcontractors.
- Confer with engineers, designers, owners, contractors and subcontractors on changes and adjustments to cost estimates.
- Prepare estimates used by management for purposes such as planning, organizing, and scheduling work.
- Prepare cost and expenditure statements and other necessary documentation at regular intervals for the duration of the project.
- Assess cost effectiveness of products, projects or services, tracking actual costs relative to bids as the project develops.
- Set up cost monitoring and reporting systems and procedures.
- Prepare and maintain a directory of suppliers, contractors and subcontractors.
- Establish and maintain tendering process and conduct negotiations.
- Perform other duties as assigned.

### **PERSONAL ATTRIBUTE:**

- An innate desire to face tougher and newer challenges.
- Always learner to update and enhance my knowledge.
- High energy level team player and team builder.
- Working in group with maximum performance.
- Well organized and result oriented.
- High flexible adaptive to new system.
- Adjust to various situations.
- Excellent problem solving and analytical skills.
- Efficient management and organizational skills.
- Strongly committed to assigned task.
- Open minded and able to work in complex projects and environment.

### **EDUCATIONAL DETAILS:**

- **Course:** *B.E. Mechanical Engineering*
- **Institution:** *Khaja Banda Nawaz college of Engineering, GULBARGA*
- **University:** *Visvesvaraya Technical University (VTU)*
- **Computer Knowledge:** Able to operate Microsoft office tools such as word, power point, excel and access.

### **PERSONAL PROFILE:**

- **Date of Birth:** 29:09:1986
- **Age:**35 Years
- **Marital Status:** UNMARRIED
- **Hobbies:** Reading, Social Work.
- **Languages Known:** English, Urdu, and Hindi.
- **Skype id:** zohebmazhar
- **UAE Driving License Details:**
- **License No.:** 4012588
- **Date of Issue:** 17:03:2020
- **Date of Expiry:** 17:03:2022
- **Passport Details:**
- **Passport No.:** K6535184
- **Date of Issue:** 04:04:2013
- **Date of Expiry:** 03:04:2023

**(KHAN ZOHEB)**