



**SYED BILAL**  
**B.E (Mechanical)**  
**Sales Engineer (transferable iqama)**

**Address:** Dammam Saudi Arabia

**Contact:** 00966543819244

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### Career Objective

To secure a challenging position in the field of engineering that allow me to utilize my knowledge, enhance my capabilities & give me ample opportunities in the world of globalization where I can contribute my knowledge and skills to the organisation and enhance teamwork.

### EXPERIENCE

**5+ years Experience in Sales in Saudi Arabia**

**3 years Experience in oil & gas projects in India**

#### **KHUSHEIM MACHINE TOOLS (KHUSHEIM HOLDING)**

**About the company :** supplying to Oil & Gas Construction, Manufacturing companies, Steel industry, Heat Exchanger manufacturing Companies Khusheim is leading suppliers of all types of industrial Equipment & Cutting Tools for Indexable & Non Indexable , Khusheim is an authorized agent for Taegutec, Korea for indexable cutting tools & Solid Carbide Cutting tools & Tool holders used in CNC Machines, our Products also include Bandsaw Blades & Tube expanders for Heat Exchanger.

**Designation :** Sales & Application Engineer

**Duration :** October 2020 till date

#### **Roles & Responsibilities :**

- Giving monthly presentation of sales target vs Sales achieved in BRM Meeting.
- Responsible to achieve the set sales target.
- To visit & meet production Engineer & generate inquiries
- To follow up for active inquiries with procurement & finalize the order.
- To give trails of insert to customer & note down the performance to match with the competitor insert & start business with new customers.
- To prepare weekly visit report & future visit plan to companies.
- Ensure timely Delivery of the material as per PO by following up with logistics Dept.
- Attend company related exhibition and showcase our product and services to various clients.

#### **2) Cement Service Industries (Al Qahtani holding)**

**About the company :** manufacturing of conveyor rollers and wire mesh with fully automation factory ,supplying to Mining Co. ,Cement Industry, Oil & gas Construction, manufacturing, steel ,crushers industries. Also undertaking Fabrication jobs.

**Designation : Sales Engineer**

**Duration : September 2019 to October 2020**

**Roles & Responsibilities :**

- Making weekly Progress reports.
- Negotiate sales contracts, finalize sales agreements and ensures timely payment of receivables (collections).
- Responsible to achieve the set sales target.
- To Survey the market for ongoing & new upcoming projects .
- Attend meeting with clients regarding new project/work .
- Attend company related exhibition and showcase our product and services to various clients.
- Trading/outsourcing of materials not in company scope such as Conveyor belt ,SS

**Wire Mesh etc..**

□ To prepare sales order for production as per the PO in SAP.

- To prepare quotation invoice and delivery note in SAP.
- Upload invoice in Maaden Portal & check for pending payments.
- Arrange Transport for the material ready in dispatch area.
- Change of design of the roller and mesh as per client specification .
- Ensure timely Delivery of the Rollers as per PO by following up with Production Dept.
- Travelling as per the requirement of sales.

**3) Company Name: AL HUWAIS ARABIAN COMPANY (SAUDI ARABIA)**

**About the company: Rotating Equipment Maintenance Services for Drilling Companies ,Steel,Cement, Manufacturing ,oil & gas contracting companies ,Construction ,Power plant maintenance companies for AC Motor ,DC Motor,Generator,Vibrator,Mud Pump Submersible pump etc Repair/Maintenance, Transformers oil filtration & Testing ,Equipment's Rental Services , Transportation & Logistics Services**

**Designation : Technical Sales engineer**

**Duration : From april 2016 to August 2019**

**Roles & Responsibilities :**

➤ To visit the maintenance department & take Motor, Transformers,Generators maintenance job /contract .

➤ Ensure timely Delivery of the Equipment as per PO by following up with technician.

- Responsible to achieve the set sales target.
- To prepare quotation invoice and delivery note .
- Arrange Transport for the Equipment ready in dispatch area.
- Travelling as per the requirement of sales.
- Making weekly Progress reports.
- Negotiate sales contracts, finalize sales agreements and ensures timely payment of receivables (collections).

**4)Company Name : OFFSHORE HOOKUP & CONSTRUCTION SERVICES PVT LTD (INDIA)**

**About the company : Oil and gas Pipeline ,Rig platform & Structure projects Fabrication & Erection for ONGC (Government Company)**

**Designation : QA/QC Engineer**

**Duration :10 October 2015 to March 30 2016**

## **Roles & Responsibilities :**

- **Reading of Construction Drawings such as P&ID, Piping Isometrics, Equipment, Structural, GAD etc. of the running sites.**
- **Material Inspection, dimensional check and documentation as per Construction Materials Standards of B31.3 B 36.10, B16.5, B 16.9 etc**
- **To check & inspect the incoming Materials (Pipe C.S S.S M.S Valves ,Flanges Couplings Angle, Beam & other pipe fittings ) with the Heat number ,Schedule number ,Class of flange ASME & ASTM Standards for Materials. & check for any manufacturing defect in material**
- **To check for inspection agency stamp like Bureau Veritas for Quality check**
- **To match the Quantity with the Purchase Order**
- **To make Welding Inspection of Pipe Joints & to make NDT Offer**

**5) Company Name: CANTER ENGINEERING PVT LTD (INDIA)**

**About the company : Firefighting , Plumbing , oil and gas pipeline ,waste water treatment projects Planning Execution Completion**

**Designation: Site Engineer**

**Duration : : 25 August 2013 to 30 September 2015 (2Yr 1Month)**

### **QA/QC EXPOSURE**

- **-Reading of Construction Drawings such as P&ID, Piping Isometrics, Equipment, Structural, GAD etc. of the running sites.**
- **Material Inspection, dimensional check and documentation as per Construction Materials Standards of B31.3 B 36.10, B16.5, B 16.9 etc**
- **Thorough knowledge in Welding Standards of ASME SEC II, ASME SEC V & ASME SEC IX.**
- **To check & inspect the incoming Materials (Pipe C.S S.S M.S Valves ,Flanges Couplings Angle, Beam & other pipe fittings ) with the Heat number ,Schedule number ,Class of flange ASME & ASTM Standards for Materials. & check for any manufacturing defect in material**
- **To check for inspection agency stamp like Bureau Veritas for Quality check**
- **To match the Quantity with the Purchase Order**
- **To make Welding Inspection of Pipe Joints & to make NDT Offer**

### **ASNT Level II Certificate**

- **RT (Radiographic Test)**
- **UT (Ultrasonic Test)**
- **MT (Magnetic Particle Test)**
- **PT (Penetrant Test)**

### **Other Specialization**

- **Auto Cad**
- **MS Excel ,MS Word,Powerpoint**
- **SAP**

## Qualification

- B.E in Mechanical Engineering from Anjuman College of Engineering and Technology, NAGPUR
- Diploma in Mechanical passed in first class from Anjuman Polytechnic, NAGPUR
- SSC passed in first class from Saint Francis Desales High School NAGPUR.

## Personal Details

- Name : Syed Bilal
- Fathers Name : Syed Javed(vet doctor)
- Gender : Male
- Marital Status : Married
- Nationality : Indian.
- Languages Known : English, Hindi, Marathi, Urdu & conversational Arabic
- Date of Birth : 05/05/1989

### Passport Details

- Passport No : L8066702
- Valid till : 26/03/2024
- Saudi Driving License : Present
- Degree Registered in Saudi Council of Engineers

## Declaration

I hereby declare that the above information is true to the best of my knowledge.

**SYED BILAL.**