

## **RESUME**

**AHMAD FARAZ WARSI**  
**(Registered in SAUDI COUNCIL OF ENGINEERS)**  
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### **VISA STATUS – TRANSFERABLE**

### **SUMMARY OF QUALIFICATION:-**

A very talented and experienced Engineer with knowledge of Hydraulic bolting, In-situ machining products & Mechanical process equipment's having extensive global experience & in depth knowledge of Saudi market for wide range of products. Looking for a challenging job in engineering role.

### **SKILLS: -**

- Excellent verbal and written communication skills.
- More than 11 years of experience with the remarkable ability of analysis and interprets the complexities.
- Exceptionally good at managing and selling to high level executive.
- Capability of interpreting different instructions in verbal, written or diagram form.
- Responsible, energetic and self-motivated.
- Ability to take quick and beneficial decisions regarding various problems arising due to unknown or unwanted circumstances.
- Pressure handling.

### **Total Sales Experience (K.S.A): 11 years 3 months.**

### **Employment History: -**

#### **Oct 2020- Present: Critical engineering Company as Sales Manager-Industrial Div.**

Critical Engineering Company was established in 1994, CEC is an international company specialize Engineering, procurement, Fabrication and construction for the Energy sector and amongst the leading service providers for storage tank, pipe line and process equipment. Their strength lies in our capability of putting together a complete package for a given project, offering prime contractors and clients the advantage of dealing with one reliable source.

### **RESPONSIBILITIES: -**

- Discovers and explores business opportunities.
- Contacting potential clients to establish rapport and arrange meetings.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Ability to manage complex projects and multi-task.
- Promoting the organization and products.

- Locates or proposes potential business deals by contacting potential partners etc.

### **November 2017-Sept. 2020: Pan gulf Industrial Systems as SALES MANAGER-PROJECTS.**

Pan Gulf Industrial Systems (PGIS) is in the business of providing our clients with confidence. PGI Systems is a wholly owned subsidiary of Pan Gulf Industrial Investments Company (PGIIC).

The Pan Gulf Group has been leading the business world in the Middle East for 30 years and is listed in the top 50 Saudi Companies.

PGI Systems commitment to quality service is of utmost importance. ISO 9001: 2008 certified, the company provides specialist services in Designing, Engineering, Supplying, Installing, Commissioning and Servicing & Maintaining the most complex Fire Protection, Fire and Gas Detection, Control and Instrumentation Systems available today.

#### **PRODUCT LINE & SERVICES: -**

Fire Fighting, Fire Protection systems.

#### **MY CLIENTS INCLUDES:**

ALL INTERNATIONAL & LOCAL EPC CONTRACTORS & END USERS LIKE ARAMCO & SABIC.

#### **RESPONSIBILITIES: -**

- To achieve growth and hitting sales target within the territory.
- To make sales visits and close customer contact.
- To conduct presentations and demonstrations.
- Maintain an accurate and up to date market database.
- Develop long term relations with the client through managing and interpreting their requirements.
- Work on after sales support services and provide technical backup as required.
- Team work to ensure that opportunities for product and market development are identified and actioned.
- Support marketing activities by attending trade shows, conferences & other marketing events.

### **Nov.2015-Oct.2017: HYDRATIGHT- DAMMAM as Sr. SALES ENGINEER**

Hydratight is wholly owned by Actuant Corporation. Actuant Corporation is a diversified industrial company serving customers from operations in more than 30 countries. The Actuant businesses are leaders in a broad array of niche markets including branded hydraulic tools and solutions; specialized products and services for energy markets and highly engineered position and motion control systems. The Company was founded in 1910 and is headquartered in Menomonee Falls, Wisconsin. Actuant trades on the NYSE under the symbol ATU.

#### **PRODUCT LINE & SERVICES:-**

HYDRAULIC BOLT TORQUING & TENSIONING EQUIPMENTS, PIPE CUTTING, FLANGE FACING ETC.

#### **MY CLIENTS INCLUDES:-**

ALL EPC CONTRACTORS & SERVICE PROVIDERS RELATED TO ENERGY SECTOR WITHIN KSA,

ARAMCO & SABIC.

**In Hydratight My Responsibilities includes:-**

- To generate revenue growth and establish sales targets within the territory. Reach and exceed sales goals, manage expenses and assist manager with territory reports and forecast.
- Take overall sales responsibility for all markets within defined region.
- To generate customer requirements through sales visits and close customer contact.
- To assist and issue professional, technical quotations and maximizing margin.
- To conduct technical presentations and demonstrations.
- Visit to a site environment if required.
- Maintain an accurate and up to date market database including competitor activity and become an active member of local industry recognized bodies.
- To travel within the region and elsewhere as required.
- To report regularly on opportunities, current quotation status and expected orders.
- Provide appropriate reporting e.g. (score card, visit reports etc.).
- Liaise with colleagues to ensure that opportunities for product and market development are identified and actioned.
- Follows any reasonable instruction given by the Manager.
- Participates in improvement activities to ensure the smooth flow of systems and information and to eliminate waste in all processes.

**Nov. 2011- Sept.2015: RADIAN OIL AND GAS subsidiary of AFI as Sales Engineer.**

AFI is among one of the largest and most diverse industrial companies in the Arabian Gulf, currently having offices in over 6 countries spread over three continents. Today the AFI groups with its head office located in Dammam, Kingdom of Saudi Arabia have 15 branches throughout Saudi Arabia, Qatar, Bahrain, Kuwait, Khartoum (Sudan) & USA with approximately 3100 employees. The group consists of 18 subsidiary companies with diverse business interests each with its own expertise and ability to bring solutions to the customers, the group specializes itself in offering engineering solution.

**PRODUCT LINE: -**

- Cooling Tower.
- Plate Heat Exchangers.
- Shell & Tube Heat Exchangers.
- Boilers
- Steam Traps

During my stay in this company I have successfully handled and had strong relation with clients like:

SABIC, ARAMCO, SAUDI BIN LADEN, SWCC, SGS, VISION ETIMAD, GANDOUR, AL MARAI, PSI, MEPCO, NFI JEDDAH, HIDADA GROUP.

**Dec. 2009- May.2011: Saudi German Aluminum Products Co. Ltd as Project Sales Engineer.**

**SGAPCO** is a manufacturer of highly quality glazed Aluminum & Fixing Accessories by stalwart partnership with various leading groups providing innovative and high-quality products to Saudi and the Overseas markets.

During my stay in this company I have successfully handled clients like:

- Premco, (Bahra & Jeddah).
- Binladen Precast Factory (Rabigh).
- Saif Noman, ( Bahra).
- Binladen Precast Factory (Makkah).
- Qambar Dawidaq (Rabigh).

**Seminar:-**

Attended seminar on **DISTRICT COOLING** In Riyadh, 2013.

- Attended ISO training in Jeddah in 2010.
- Attended extensive seminar on **Fire Rated Products** in **Jeddah** in 2010.

**Educational Qualification: -**

- Completed Bachelor of Technology in Mechanical Engineering (**B.TECH**) from **Integral University India** by first division in **2009**.
- **Certification Diploma in Piping & Design Technology** from **IPEBS, Hyderabad-India**.

**Technical/Computer Proficiency: -**

- Well versed with all mechanical Process equipment's.
- Well versed in all relevant Microsoft applications including MS office.
- Knowledge of industry specific & utility software

**Personal information:-**

**Date of birth** : 10/03/1986

**Marital Status** : Married

**Nationality** : **Indian**

**Driving license** : **Holding valid Indian & Saudi License**

**Languages known:** English, Urdu, Arabic

**Date:**

**Ahmad Faraz warsi**  
**Mechanical Engineer**