

Curriculum Vitae

Ali Imran

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CAREER OBJECTIVE

Experienced Sales Engineer with a demonstrated history of working in the building materials and waterproofing applications industry. Skilled in Engineering, Business Development, Technical Sales Presentations, Sales Management and Product development.

Experience: (14 years):

CONSTRUCTION MATERIAL CHEMICAL INDUSTRIES Aug 2020 to till date

Currently working as Sales Engineer with CONSTRUCTION MATERIAL CHEMICAL INDUSTRIES.

Roles and Responsibilities:

- Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools.
- Providing technical presentations to the prospective clients about technical aspects of various type of construction chemical products according to the project requirement.
- Proposing the most suitable products according to the project criteria.
- Preparing quotations according to the specifications given for the particular project and submitting to the clients.
- Coordinating technical office team to prepare project budget approval.
- Enhancing up to date market knowledge on new products, procedures, services and tools.
- Effectively attending conferences and trade shows.
- Effective planning to conduct sales presentations by meeting customers physically.
- Scheduling appointments, meeting existing customers to determine other opportunities.
- Emphasizing service or product features and benefits.

Al Fozan Group : (4 years and 6 months) FEB 2016 TO JULY 2020

I worked as Sales Engineer with Al Fozan Group (Arnon Plastic Industries Co. Ltd.) in XPS (extruded polystyrene boards) division.

Roles and Responsibilities:

- Responsible for selling the company's product, responding to clients' queries, and providing advice and support on a range of product related issues.
- To give extensive presentations to prospective clients about the technical aspects of the product.
- Giving my best to add maximum numbers of clients with the company to increase the company business.
- Giving my best to collect due payments from the clients within the limitations approved by the management.
- To give presentation to the Consultants on the technical aspects and submit the Technical data Sheets.
- Maintaining existing, long-term relationships with customers.
- Prepare and deliver executive level presentations.
- Travelling to visit potential clients.
- To provide after sales service and give the client maximum satisfaction.

Abdullah A.M Al-Khodari & Sons Co. (4 years) Feb 2012 TO JAN 2016

I have worked as Sales cum Execution Engineer in Abdullah A.M Al Khodari & Sons Co. for 4 years in waterproofing and concrete repair division.

As Sales Engineer:-

- To meet the client and give extensive presentation on the waterproofing systems viz. Roof Waterproofing, Basement Waterproofing, Water Tank Waterproofing and Bathroom waterproofing etc.
- To give extensive presentations to prospective clients about the material we are going to use and the quality of the material, and also give the overview on technical aspects of the project.
- To give presentation to the Consultants on the technical aspects and submit the Technical data Sheets.
- Coordination with different departments to ensure that the project is completed by the given deadline.
- To maintain MIS of the projects.
- To provide after sales service and give the client maximum satisfaction.

As Execution Engineer:-

- Independently supervised simultaneously work of projects in Al-Medina, Jazan and Dammam
- Checking surface of concrete before applying waterproofing membrane.
- Supervision of works related to waterproofing activities
- Take overall responsibility of waterproofing quality issues taking place on the site
- Coordinate the planning, methodology, estimation and surveying in order that the scope of works will perform according to standards and accordance
- Implementation of quality plan based on the consultant specification.

Details of projects:-

1. Project B-603, Taibah University, Madinah. Contractor Abdullah A.M.Al-Khodari & Sons Co.
2. Project B-403, Taibah University, Madinah. Contractor Abdullah A.M.Al-Khodari & Sons Co.
3. Project B-601, Taibah University, Madinah. Contractor Abdullah A.M.Al-Khodari & Sons Co.
4. Jazan University Faculty of civil engineering, Contractor Abdullah A.M.Al-Khodari & Sons Co.
5. Project STF (Accommodation and air base for special task force), Contractor Abdullah A.M.Al-Khodari & Sons Co.

Worked extensively with the waterproofing products such as bitumen membranes, PVC and EPDM membranes, several bituminous liquids and cementitious waterproofing products, Polyurethane spray, Extruded Polystyrene and knows extensively about all these products. Posses knowledge in basement waterproofing, roofing system, underground waterproofing, wet areas and swimming pools waterproofing.

Sham Najd International, Riyadh (1 year): NOV 2010 TO DEC 2011

- **I worked as Site Engineer for Waterproofing Insulations.**

Projects Undertaken:

1. Hotel Crowne Plaza, Contractor Al Rajhi.
2. Hotel Holiday Regency, Medina Branch, Contractor Al Ransi.
3. Hotel Al Medina, Contractor MOBCO.
4. Tamkeen Tower, Riyadh, Contractor Al Rajhi.
5. Hyper Panda Supermarket, Riyadh, Contractor East and West Company.

NNC Consultants Pvt Ltd. (2 years) NOV 2008 to OCT 2010

- I worked as Civil Site Engineer with NNC Consultants Pvt Ltd.

Projects Undertaken:

PROPOSED NEW BUILDING BLOCK ROORKEE ENGINEERING & MANAGEMENT TECHNOLOGY INSTITUTE.

Saudi Oger Ltd: (10 Months) Dec 2007 TO Sep 2008

- I worked as Civil Site Engineer with Saudi Oger Ltd.

Projects Undertaken:

King Abdullah Waqf Project (Madinah Munawwarah).

Earthcon Construction Pvt Ltd. (1 years) Oct 2006 to Nov 2007

- I worked as Civil Site Engineer with Earthcon Construction Pvt Ltd.

Projects Undertaken:

GLOBAL AUTO-PARTS ALLIANCE INDIA NEW FACTORY PROJECT (SHIMIZU CORPORATION).

Professional Qualification:

Technical: **Diploma in Civil Engineering from Aligarh Muslim University in 2006**

Academic: **Matriculation**
From Shohrat Inter College Nowgawan Sadat.

**Exposure
To computer:** Proficiency in **Auto Cad**
knowledge of **MS-Office (Word & Excel)**
Also having extensive exposure to **Internet & E-mail**

I have extensive exposure in Ms Office and internet. Knowledge in Computer Aided Designing (Auto CAD).

Personal Particulars:

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