

# CURRICULUM VITAE

**MOHAMMED GHOUSE MOHIUDDIN**

Sales & Project Manager

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# OBJECTIVE:

To spearhead my team and organization towards global presence, to work in a professional and competent environment that empowers me to come up with the emerging trends and technologies and to widen the spectrum of knowledge.

# EDUCATION QUALIFICATION:

Bachelor’s degree in Instrumentation & Control Engineering (B.Tech).

# PROFESSIONAL PROFILE:

* + - 15 years & 01month of Experience in Electrical (MV& LV), instrumentation, Automation, Testing & Sales.
    - B.Tech in Instrumentation & Controls Engineering.
    - Basic Knowledge of Primavera P3 (planning & Management) software.
    - Self-Motivated With a High Degree of Attention & Commitment to work
    - Effective Communication, team building & relationship management skills.
    - Technical expertise in Instrumentation, Automation & Electrical Sector.

# PROFESSIONAL EXPERIENCE IN SAUDI:

**Organization :** Technical Contracting & Technology Est.

**Designation** : Sales & Project Manager

# Duration : FEB 2017 to Till Date

# Responsibilities:

* Searching for new clients who could benefit from our project services in designed region
* Understanding the customers project requirements and providing accordingly
* Reviewing the B.O.Q and shop drawings to study their requirements.
* Preparing and providing technical submittals
* Run the negotiations with the customer and secure the business to the agreed margins, as well as ensuring a high level of customer satisfaction throughout the sale process
* Coordinating sales Projects
* Recording and maintaining clients contacts data
* Participate and contribute with the various risk assessments in order to ensure the proper balance between price and quality
* Chart out and monitors sales proposals and tenders, follow up statistics concerning sales proposals
* Actively support that payments from the customer are received in accordance with the terms and conditions of the contract
* Actively assist other departments to ensure that contracts are executed correctly
* Organize and coordinate post-sales marketing activities in collaboration with other Service organizations

# Establishing new, and maintaining existing, relationships with customers.

# Regular follow up for payments and sales.

**Organization :** Instrumentation Control Industrial Contracting corp

**Designation** : Sales & Marketing Engineer

**Duration** : May2014 to JAN2017

# Responsibilities:

* Demonstration how a products meets a client’s needs.
* Working with existing customers to help them get the most out of the products they have bought.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Identifying the customer’s current and future requirements.
* Identifying client requirements.
* Offering sales support service.
* Demonstrating products, services and solutions to potential clients.
* Reviewing customer drawing, plans and other documents in order to prepare detailed technical proposal for them.
* Maintaining existing .long term relationship with customers.
* Travelling to visit potential clients.
* Negotiating tender, contract terms and conditions.
* Making daily, weekly and monthly reports.
* Deals with Products like Transmitters (Flow, Pressure, Level, and Temperature& Energy), Gauges, Thermo wells, Valves (Actuator, Butterfly etc) and Instrumentation fittings.
* Brands like yokogawa, ABB, Siemens, Emerson, E+H, Teltru, Valcom etc.

# PROFESSIONAL EXPERIENCE IN INDIA:

**Organization** : Gras Water Technologies (India) **Designation** : Instrumentation Sales Engineer **Duration** : July2013 to April 2014

# Responsibilities:

* Responsible for sales and marketing for the process Instrumentation & Automation.
* To manage multiple projects simultaneously while meeting all deadlines.
* Review specification, application requirements, and others customers documents and prepare cost estimates or projected increase in production from client’s use of proposed equipment or services.
* Provide technical support to customers relating to use, operation, and maintenance of equipment.
* Prepare sales contracts for products and services.
* Provide technology overviews and seminars to groups.
* Finding upcoming projects and making the customers aware of the company’s products.
* Finding and helping industries with process solutions.

# PROFESSIONAL EXPERIENCE IN UAE:

**Organization :** Wesco L.L.C Abu Dhabi (U.A.E) **Designation :** Junior Instrumentation Engineer **Duration** : Sept2010 to July2013

# Responsibilities:

* To coordinate the testing, repairing, calibration and trouble shooting of the Instrumentation Control systems
* To provide field supervision over the execution of critical maintenance activities of the equipment and ensure that the problems are resolved with minimum down time.
* To comply with Wesco health, Safety and Environment Management system
* To evaluate the manpower requirement for daily preventive, breakdown and shutdown maintenance prepare the job schedule
* To monitor the word order status for obstacles, and to re-schedule the task if required.
* To monitor and control the spare inventory in coordination with purchasing division by analyzing the stock level and rate of consumption
* To liaise with Mechanical and Electrical section and establish a seamless integration between operation and maintenance teams
* To compile/provide input for preparation of division/department division Capital and Operating budget and monitor annual expenditure budge
* Accepting responsibility and a level of accountability commensurate with the seniority of the position.
* Monthly report & interaction with Clients report
* Reading the process flow, piping and instrumentation diagrams

# PROFESSIONAL EXPERIENCE:

**Organization:** Nagarjuna Construction Company, India

**Designation :** Instrumentation Engineer

**Duration** : January 2007 to July 2010

# Responsibilities:

* Monitoring the process parameters like pressure level flow, temperature etc of the process plant through SCADA
* Preventive and breakdown maintenance activities like gauges control valves, transmitters, calibration and all other field devices (Analyzers).
* Monitoring of parameters in field instrument to be specific Hart, calibration & troubleshoot the same in stable and in unstable condition of the process.
* To look the overall instrumentation in the area of process control measurement, sensors and condition monitoring systems.
* Monitor the operator station-display of DCS
* Loop cheeks during commissioning and start-up of Water treatment plant
* Installation of all mechanical and electrical equipment required for operation of Waste water treatment plant.
* Operate the waste water treatment plant including servicing and maintenance.
* Supervising the process variable by physical observation of the following equipment’s.

1. hydraulic value positioners controlling & monitoring
2. oxygen Analyzers display

* Preparations of the log sheet of Instrumentation completed & planned activities jobs.
* Accountable for maintenance cost within area of responsibility
* Reading the process flow, piping and instrumentation diagrams.
* Implementation of planned, preventive maintenance procedures and guidelines with respect to the organization philosophy

# PROFESSIONAL EXPERIENCE:

**Organization** : Med Gulf Construction Company, Qatar

**Designation** : Instrumentation Engineer

**Duration** : Feb 2009 to June 2009

# Responsibilities:

* Preparing and agreeing project budgets, timescales and specifications with clients/managers
* Creating test Procedures
* Testing, evaluating modifying and calibrating products/instruments
* Writing reports and documents
* Providing technical supports
* Provides technical directions and on-the-jobs training to drafters, designers and less experienced Engineers

# IT Skills:

* **Operating Systems :** Windows 2000/NT/XP.

# Training Programs:

Primavera (p3) from ACME CAD ENGINEER at Dilsukhnagar, Hyd.

# PERSONAL PROFILE:

Name : MOHAMMED GHOUSE MOHIUDDIN

Date of Birth : 3RD July 1985 Gender/Marital Status: Male/Married Nationality : Indian Passport Number : P8318185

33Date of Issue : 14/03/2017 Date of Expiry : 13/03/2027

Languages Known : English, Hindi, Telugu and Urdu.

# DECLARATION:

I hereby declare that the above mentioned particulars are true to the best of my knowledge and I bear the responsibility for its correctness.

Place: Hyderabad (Ind)

Date:

MOHAMMED GHOUSE MOHIUDDIN