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## JABEN AHAMMED

**Mechanical Project Sales Engineer**

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**+966 50938 0927**

**Riyadh, Saudi Arabia.**

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### PROFESSIONAL SUMMARY

Project Sales Engineer in the field of Mechanical Engineering Industry with more than 7+ years of experience, with well knowledge in Safety. Strong organizational and interpersonal skills with ability to resolve conflicting situation, a team player focusing on company's goal, planning and implementing sales strategies, strong sales ability with effective problem solving and excellent time management skills..

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### EDUCATIONAL QUALIFICATION

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**Bachelor's Degree in Mechanical Engineering - V.T.U. University, Mangalore – India (2010-2014)**

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### PROFESSIONAL EXPERIENCE

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Dec 2021 – Present

International Industrial Services Company IISC, Riyadh – Saudi Arabia.

**Designated as Project Sales Engineer responsible for identification of new projects sales, marketing and technical support for Piping in production line in Food & Beverages Sector & for Fire & Safety Engineering.**

- Develop new business in the assigned region, Riyadh.
- Responsible for sales of Industrial services (welding, piping) and for Fire and Safety Engineering.
- Assigned sales target is 1.25M and achieved sales target for half year within 2 months after joining.
- Client visits and assisting with technical Issues.
- Follow up emails, Quotations, sales projects.
- Implemented task assigned by management.
- Attended all project related meetings.
- Confirmed all works are adhered to safety standards.

Jan 2019 – Nov 2021

Origin International, Doha – Qatar.

**Designated as Project Sales Engineer which include identification of potential new projects/sales opportunities in MEP and FIRE FIGHTING services and maintain relationships with existing clients to ensure exceptional services.**

- Performing cost-benefit analyses of existing and potential clients.
  - Achieved assigned sales target and increased sales of 80% in a year.
  - Maintaining positive business relationships to ensure future sales.
  - Perform cost-benefit and needs analysis of existing clients to meet their needs.
  - Expedite the resolution of client's problems and complaints to maximize satisfaction.
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- Analyse market's potential, track sales and status reports.
  - Establish, develop and maintain positive business and relationships.
  - Supply management with reports on client's needs, problems, interests, competitive activities, and potential for new products and services.
  - Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations.
  - Ensured that all performed work adhered to safety standards.

Jan 2017 – Dec 2018

Qawasy Piping Factory, Al Khobar – Saudi Arabia.

**Designated as a Project Sales Engineer which includes overall Supervision for the StreaMax coating (Internal fluoropolymer coating for oil & Gas well tubes) and Teflon coating (for Industrial Bakery Solution) licensed under DuPont/Chemours, USA.**

**Sales and Marketing for the Viscotaq, Viscous Elastic Pipeline Technology Coating for the corrosion prevention. (As per Aramco Standard APCS 113C).**

**StreaMax Coating (DuPont/Chemours).**

- Coordinated timely delivery of paint products required for project completion.
- Prepare and review Quality procedures, work instructions, reporting formats, inspection and test plan, test and inspection procedures and other Quality Assurance necessary documentation.
- Direct and coordinate QA/QC and production people to work closely with general workers and engaged subcontractors with clear objective of ensuring that approved procedures and standards.
- Follow up of all measuring instruments to be calibrated in a periodic interval.
- Ensured all abrasive blasting and coating activities are carried out as per the contractual requirements and specification guidelines.

**Teflon Coating for Industrial Bakery Solution (TCIBS).**

- Supervision on Teflon coating for the trays, plates, moulds, Hooper, Rollers.
- Follow and Monitor all safety regulations regarding hazardous material usage and disposal, Personal Protective Equipment (PPE), safety guidelines, and use of Material Safety Data Sheets (MSDSs).
- Witness for thermal cleaning, blasting.

May 2014 – Dec 2016

SAUDI ARCHIRODON LTD, RIYADH - KSA.

Project - SEC, RIYADH POWER PLANT 14 (RPP14).

Client - SAUDI ELECTRICITY COMPANY.

Consultant - WORLEY PARSONS.

**Designated as a Mechanical Site Engineer in which experienced in managing construction activities carried out by contractors, ensuring the scope of work is achieved in accordance with contract requirement and time frame and compliance with specification and standard established.**

I have always considered the importance of determining what the client's requirements are and how best to provide Engineering Documentation and its Execution to suit their system.

- Installation of major piping works, responsible of plan, organize, execution of piping fabrication and erection works
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- Overall supervision of HSE, Piping, Prefabrication of pipe, spool pieces control.
  - Estimate the material for the project and prepare the documents to procure the materials
  - Allocation of material, man power and equipment for daily work activities.
  - Responsible of Pressure Testing activities of piping systems.
  - Maintained timely and technical reports regarding assigned engineering activities.
  - Provide engineering perspective in meetings regarding overall project interactions and issues.
  - Planning and monitoring work in the workshop.

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### CERTIFICATIONS & ACCOMPLISHMENTS

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- Certified HVAC Engineer.
- Basic AutoCAD (Isometric Piping Drawing).
- MS OFFICE.
- Basic piping.
- Diploma in Fire Engineering & Safety Management.
- IOSH Certification in Occupational Safety & Health.
- NEBOSH Certification in Occupational Safety & Health.

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### PROFESSIONAL SKILLS

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- Project Management
- Environmental Awareness
- Interpersonal
- Determination
- Leadership
- Critical Thinking
- Efficiency
- Problem Solving

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### PERSONAL DETAILS

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**Date of Birth** : 27/07/1991  
**Marital Status** : Married (3 Dependents)  
**Nationality** : Indian  
**Languages Known** : English, Hindi, Arabic (Intermediate)  
**Driving License** : Valid  
**Iqama Status** : Transferrable

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