# **MOHAMMED RAFIQ MIRCHIWALA Rafiq**

#### MOB: +91- 8454072690

#### Date of Birth: 23-10-1965

**Email: mmrafiq@hotmail.com**

**Passport Details:**

**Nationality: INDIAN**

**Driving License: U.A.E. QATAR & SAUDI ARABIA**

**Computer knowledge: MS Word & Excel**

**Languages Known: ENGLISH, HINDI, MARATHI& URDU**

Objective

Seeking for a challenging position in a growth-oriented organization and utilize my expertise and skills in Technical Sales Application, Business Development and After sales & Service management of engineering /electro-mechanical products in Centrifugal Pumps & Air Compressors Rotating equipments and Filtration Products and Spare Parts.

Profile Overview

* I am a Mechanical Engineer with overall 23 years experience in aggressive **Technical** **Sales** **and Service** and **Technical support** for Rotating products. I have been for 10 years in India and the other 12 years in the **Gulf** region (**Dubai, Oman, Saudi Arabia & Doha Qatar**); working with Centrifugal Pumps, Screw & Reciprocating Process Gas Compressors and related electromechanical equipment.
* Managing Technical Sales Applications, After Sales Service support to the Customers and SPARE PARTS management for Oil & Gas, Engineering and 8Petrochemical Industries, Electro-Mechanical Rotating Equipment (KIRLOSKAR, COMPAIR SCREW AIR, NITROGEN GENERATOR, BAUER, KAESER Air & Industrial Compressors, GRUNDFOS Centrifugal Multistage Pumps & CHILLERS & Spares Management throughout GCC and Retrofit Proposals for Compressors Valves and Spare Parts management)
* Tender Management for Oil & Gas, Royal Ministry of Health & Industrial Applications.
* Providing Compliance statement with respect to OEM specifications.

 **Academic Achievements**

 **Diploma in Mechanical Engineering-1984**

 M.H.S.S. Polytechnic – Mumbai / India.

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####  Secondary School Certificate - 1981

 M.H.S.S. Technical School – Mumbai / India.

 **Professional Affiliation**

* **4 Weeks Technical Training at KAESER KOMPRESSOREN, SINGAPORE - (Compressed Air Technology)**

**Careers**

**SPANTECH ENGINEERS PVT. LTD.**

**( INDIA) - (MAY 2018 – Present)**

**Designation: REGIONAL MANAGER – SALES & SERVICES**

* Managing the Business Development & After sales services of products (Air Compressors, Heatless Dessicant Dryer, N2 & Oxygen Generator & High Pressure Refrigeration Air Dryers, Filtration Packages.)
* Providing Techno-commercial offers, Order processing with OEM to an Industrial, Automotive & Oil & Gas Industries & Pharmaceuticals Industries.
* Providing Aftersales services and Technical support to an existing customers & Development of new customers.
* Development of an Annual Maintenance Contract and After Market of Spares management.

**AL ACCAD EST.**

**(A division of NILS & ABBAS Trading Co. LLC)**

**Muscat, OMAN – (SEPT 2014 – September 2017)**

**Designation: MANAGER - Sales & Services**

* Managed the Business Development of products opportunity from COMPAIR Compressors & Garden Denver products, Blowers & Vacuum Pumps And PARKER Automation & Instrumentation Products.
* Provided Techno-commercial offers, Order processing with OEM to an Industrial, Beverages, Automotive & Oil & Gas Industries & Ministry of Health.
* Tender Management for Oil & Gas, Royal Ministry of Health & Industrial Applications.
* Provided Compliance statement with respect to OEM specifications.
* Provided Aftersales services and Technical support to an existing customers.

**ITAG INTERNATIONAL W.L.L.**

**(Arabian Petroleum International Corporation)**

**Doha Qatar - (May 2012 – August 2013)**

**Designation: MANAGER - Sales & Services**

* Managing the Development of new products opportunity for the Distribution management from BOGE Compressors & Torishima pumps.
* Providing Techno-commercial offers, Order processing with OEM to an Oil & Gas, Petrochemicals & Oilfield Industries
* Vendor development of Sub Contractors for site jobs
* A keen planner and strategistwith skills in team building and proven abilities in planning and managing resources both; man and materials workshop management**.**

**HOERB IGER SERVICES MIDDLE EAST – (SAUDI ARABIA)**

**October – 2009 – January 2012**

**Designation: MANAGER – (SALES AND SERVICE)**

* Rich knowledge of Reciprocating Compressors.
* Technical sales application & Aftersales service support
* Account for 40%of the total revenue for the Middle East region.
* Extensive experiencein handling a variety of different clientele, solving their field problem and customer satisfaction.
* Achieved the target in spares business and successful promotion of Business Development of Condition monitoring system.

**BAUER KOMPRESSOREN MIDDLE EAST, FZC**

**May -2007 to October - 2009**

**Designation: Mechanical Engineer (Sales and Service)**

* Technical Services for High Pressure AIR & INDUSTRIAL

Compressors and Accessories.

* Provided technical Sales and Service support of High Pressure BREATHING and industrial compressors and Accessories for Process Gas and Industrial Applications.
* Provided technical Support to an Oil and Gas, Engineering, Marine & Civil defense for spare parts & services through GCC /MIDDLE EAST Distributor Management.
* Served current and prospective corporate clients in all aspects for Business development for an Industrial application.
* Provided an inventory control of Compressors & Spare parts.

**M.A.H.Y KHOORY & Company. (Dubai)**

**Aug-2002 to Oct-2004**

## Designation: Mechanical Engineer (Pumps Division)

* Provided leadership and direction to the engineering team of Dubai’s leading Authorized Dealer for **GRUNDFOS PUMPS.**
* Provided Technical Applications support to an Engineering, MEP Contractors & Consultants for Electro-mechanical Projects.
* Studying Technical specifications, Preparation of techno-commercial offer, Detailed Pricing, Finalization, Negotiations, Order closing and support for execution.
* Served current and prospective corporate clients in all aspects clients through regular personal visits and provided technical advice and support to the customers.
* Performed inspection, verification and settlement of Warranty claims from the Manufacturers.
* Maintained and managed a team of Electro-mechanical technicians.

**PIPELINE SUPPLY CO. L.L.C. (OMAN)**

**August -1999 – January -2002**

## Designation: Engineer (Sales and Service)

**Oman’**s leading Oil Field and Industrial Suppliers and Authorized Dealer for **KAESER Kompressron** having business interests in supply, installation, commissioning and after sales services.

* Shouldered responsibility for the Sales and Service of Kaeser Kompressron, Air compressors packages installed throughout Oman.
* Provided technical Sales Applications for Screw compressors, Refrigeration dryers and Accessories to an Oil & Gas /PDO, Engineering, Food & Beverages and Automotive Industries.
* Provided After sales service support for **installation, commissioning, routine maintenance / troubleshooting.**
* **Grew sales to increased overall company revenue** through Annual Maintenance Contracts for preventive maintenance as per Service Manual.
* **Vendor development** of Sub-contractor for Electro-mechanical jobs at Site.

**KIRLOSKAR PNEUMATIC CO. LTD. (INDIA)**

**October -1994 – April -1999**

## Designation: Service Engineer

* **Performed installation / commissioning / repair and maintenance** of KIRLOSKAR AirCompressor packages (Reciprocating, Screw & Mobil air Compressors with Engines)
* **Provided technical expertise** in carrying out pre-commissioning checks / start-up activities, **sales support**, advice and coordinated projects activities at site.
* **Investigated and resolved mechanical failures** or unexpected maintenance problems.
* **Vendor development** of Sub-contractor for electrical & plumbing jobs at site.
* Maintained the **quality** of work to ensure strict adherence to and **Safety** standards. **Responsible for preventive**, repair and scheduled maintenance activities for trouble free operations.
* **Grew sales to increased overall company revenue** through Annual Maintenance Contracts with the major companies.