

ERSHATH AHAMED
SALES ENGINEER
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Kingdom of Bahrain



OBJECTIVE

Looking forward for Sales Engineer Profile and seeking a challenging position that provides abundant opportunities to contribute towards the growth of the organization enriching my skills and abilities with the escalation of the concern.

PROFESSIONAL SYNOPSIS

- ↪ 7 Years' Experience as a Project and Sales Engineer.
- ↪ Preparation of Cost and Competitive price fixation based on the market value
- ↪ Answer customer questions regarding products, prices, and availability.
- ↪ Conduct research to ascertain the best products and suppliers in terms of best value, delivery schedules and quality.
- ↪ Liaise between suppliers, manufacturers, relevant internal departments and customers.
- ↪ Build and maintain good relationships with new and existing suppliers.
- ↪ Negotiate and agree contracts, monitoring the quality of service provided
- ↪ High ability to conduct and Maintained good professional relationships with suppliers and contractors.
- ↪ Attend client meetings and coordinate with departmental managers, engineers and technical experts with determination of project requirements
- ↪ Preparation monthly Sales performance and receivables statement to Management
- ↪ Give presentations about market analysis and possible growth.
- ↪ Develop products or program suggestions for clients and successfully sell them
- ↪ Develop a purchasing strategy.

Work experience

- | | |
|----------------------|---|
| 1. COMPANY | : SAYED KADHEM AL DURAZI & SONS CO |
| Work Duration | : 28 March 2019 to Till |
| Designation | : Sales Engineer |
| Location | : Bahrain |

Works handled:

- ↪ Truck body and trailer body fabrication works.
 - ↪ Mechanical all fabrication works.
 - ↪ Steel Structural works.
 - ↪ Casting products (like manholes and gears).
 - ↪ Piping work
 - ↪ CNC Machinery works
- Gears, rollers, flanges, fixtures, Tool & Dies, Shafts, Glands, Sleeves, threaded accessories, spacer, rings, retainer, machined and steel part, brass, aluminium and hard plastic machined parts.
For all kind of industrial applications

Industries & Products Handled in Bahrain

- ↪ Oil & Gas Industries
- ↪ Aluminum Industries
- ↪ Steel Industries & Manufacturer
- ↪ Construction
- ↪ Batching plant Industries

2. **COMPANY** : **AL-MILLION SERVICES TRADING & CONT. CO. W.L.L**
Work Duration : **22 Sep 2012 to 6 Dec 2018**
Designation : **Sales Engineer**
Location : **QATAR – DOHA**

Works handled:

- ✚ Verify Site Management and coordinate services as per the project scope. Allocating the Work ahead schedule.
- ✚ Office Management, Involved in Tender Coordination and planning
- ✚ Testing & controlling the initiation of work
- ✚ Supervised the project site Engineer on the construction application, detail and execution of materials and ensured the timely delivery of projects
- ✚ Prepare Technical & Material submittals, Submittal Drawings, Material take off, Coordinate with store/procurement department to arrange materials and effectively.
- ✚ Check the quantities in BOQ during site hand over for the contractor and match them with the implemented quantities at the site.
- ✚ Supervised the project foreman on the construction application, detail and execution of materials and ensured the timely delivery of projects
- ✚ Verify any technical changes required in variation orders prepared during the implementation of the projects, by preparing a special report attached with the variation orders.
- ✚ Communicated effectively with multiple departments to plan and for smoother execution of Projects and Established strong relationships to gain support and effectively achieve results
- ✚ Procurement initiating & scheduling
- ✚ Evaluated and resolved all project technical problems.
- ✚ Procurement Involving, Vender analyzing, Compression of Equipment price and Factor and Get Quotation of Major and minor equipment Price from Supplier
- ✚ Coordination with Client/Subcontractors/Site management on time to time basis for review project progress

EDUCATIONAL QUALIFICATIONS

University: Meenakshi Academy of Higher Education and Research - [MAHER]

Subject: Bachelor of Mechanical Engineering

Year of Passed: July 2009 to May 2012

PERSONAL DETAILS

- ✚ Nationality: **Indian**
- ✚ Date of birth: **09-09-1987**
- ✚ Gender: **Male**
- ✚ Family Status: **Married**
- ✚ Religion: Islam
- ✚ Valid Driving License: **India, Qatar, Bahrain**
- ✚ Languages: **English, Hindi & Tamil**
- ✚ Passport No: **L3892332 (EXP: 23-02-2024)**
- ✚ Current location: **Bahrain**

DECLARATIONS

I hereby certify that all written above statements are true and correct based on my knowledge and capacity. Hoping to qualify and meet your requirements. Thanks a lot.

Place : Bahrain

Date : October 18, 2020

Signature: _____
ERSHATH AHAMED