

# BAGIEO JOSE

ENGINEER– SALES | IdipNEBOSH | UPDA | ASHGHAL Approved



## PERSONAL DETAILS

Mobile : +974 70275244  
Email ID : bagieo.jose@gmail.com  
Address : Doha, Qatar  
Nationality : Indian  
D.O.B : 20.06.1990  
Gender : Male  
Marital Status : Married  
Visa Status : Transferable Visa with NOC

## KEY SKILLS

Sales & Marketing

Business Development

Product Development

Agile Plus ERP System Software

Project Estimation

Customer Relationship Management

Submittals

Staff Training & Mentoring

Product Approvals

Procurement

MEP Installations

Quality Audits and Procedures

Benchmark Gensuite Software

HSE Management Systems

Microsoft Office

## PROFILE

A proactive and competent Professional with nearly 10 years of diversified experience in **Project Sales & Marketing and Handling Site Execution Experience in ASHGHAL Projects- Sewer/ Wastewater Network Framework (Operations and Maintenance), Pipeline Infrastructure, Construction & MEP Industry.** Possess expertise in Site execution, Planning, Estimation, Procurement, Costing and Client Meeting-Presentation with excellent analytical, negotiation, supervision, communication & documentation skills. Seeking for a long-term challenging opportunity for making a significant contribution towards self-growth and growth of the organization by utilizing my knowledge and skills.

## ACADEMIC CREDENTIALS

**2013** **Bachelor of Mechanical Engineering**  
CSI College of Engineering-Ketti, The Nilgiris.

## CERTIFICATIONS

- NEBOSH International Diploma for Occupational Health & Safety Management Professionals, Level 6-UK.
- ASHGHAL -Approved HSE Officer- Doha South Catchment Zone Framework
- MMUP –UPDA Mechanical Engineer (Qatar Registered) Reg No: 35871
- NEBOSH IGC & IOSH -Institution of Occupational Safety and Health, UK.
- Environmental Sustainability- Level 2 Award, British Safety Council.
- Qatar Red Crescent- QRCS Volunteer Committee

## WORK EXPERIENCE

- **PROJECT SALES ENGINEER | JULY 2013 – AUGUST 2015**  
**LE SQUARE MODULAR FURNITURE SOLUTIONS, Kerala-India.**  
Project Scope: Sales & Marketing, Installations, Estimation  
Technical Support on Manufacturing Products –Customized Interior Fit outs
- **SALES ENGINEER (MEP Projects) | JAN 2016 – JAN 2018**  
**PIPELINE SUPPLIES & SERVICES CO W.L.L, Doha, Qatar.**  
Project Scope: Sales & Estimation, Procurement, Product Approvals and Technical Support on Products – Pipes, Valves & Fittings, Fire Fighting.
- **HSE OFFICER | 2018 (6 Months Contract)**  
**FOSS- NETWORK INFRASTRUCTURE SOLUTIONS, Qatar.**  
Project : Doha Metro Phase 1-Red Line South  
Project Scope : Networking -Fibre Optics & Structured Cabling installation
- **HEALTH SAFETY ENVIRONMENT OFFICER | DEC 2018 – MAY 2020**  
**TEMALCO CONTRACTING & TRADING CO.WLL, Qatar.**  
Project : TSE Network Framework Contract- TS \_004  
(Treated Sewer Effluent Network)  
Client : ASHGHAL Public Works Authority  
Project Scope: Rehabilitation and maintenance of TSE Pipeline Network
- **HSE SUPERVISOR | JUNE 2020 – Present**  
**METITO OVERSEAS QATAR W.L.L**  
Project : Qatar South Catchment Zone Framework-(QS-CZF)-TSE  
Client : ASHGHAL Public Works Authority  
Project Scope: Operational activities, Preventive and Corrective Maintenance of TSE Pipelines, Sewage/ Wastewater Treatment Plant, Pumping stations, Foul Sewer and Surface Ground Water Networks.

## LANGUAGES KNOWN

- English
- Hindi
- Malayalam
- Tamil
- Arabic

## PASSPORT DETAILS

Passport No : L6083160  
Date of Issue : 17-12-2013  
Date of Expiry : 16-12-2023

## DRIVING LICENSE

Holding Valid Qatar Driving License  
DL No : 29035626961  
Date of Expiry : 2024-11-18

## REFERENCES

Mr. Reji Mathew  
Manager- Sales  
Pipeline Supplies & Services  
Tel : +974 33921277, 44444438

Mr. Jordan Cruz  
Senior HSE Engineer  
Temalco Contracting & Trading  
Tel : +974 70499980, 40297118

Mr. Mohammed Amro  
CZF HSE Manager  
Metito Overseas Qatar  
Tel : +974 44568650  
Mob : +974 70676363  
Email ID : mohammad.amro@metito.com

## KEY RESPONSIBILITIES

- Providing Quotations as per the total BOQ or Inquires received from various clients, consultants or main contractors immediately.
- Engaged in daily field sales by interacting with the Main Contractors & MEP contractors in the market for achieving the sales target.
- Contacting the vendors for timely and regular supplies by monitoring their lead times, quality of materials, inventory levels and delivery of products and services and by evaluating their past performances.
- Procurement of MEP & Fire fighting materials and equipment's at the best possible prices for supporting the operations in the management of some precious properties across Qatar
- Preparing and issue Purchase Orders/ Service Orders, Change Orders, RFQ.
- Developing relationships in the marketplace to understand the industry changes which impacts the pricing of materials in the market thereby developed cost effective solutions.
- Providing Technical Submittal, Technical Compliance Statements, Reply to Consultant's Comments & technical support to Sales Team by conversation with Consultant, Contractors, and Engineers.
- Plans and manage inventory levels of materials or products & Negotiate for best purchasing package (in terms of quality, price, term, delivery and service) with suppliers and subcontractors assigned.
- Kept a close vigil on the market trends and recent technologies in the field as a part of Business development.
- As an Estimator Generated the Bill of Quantities by understanding the Layouts/ drawings and handled the Costing & Estimation for Tenders and Ongoing Projects, Documentation & Technical submissions.
- Engaged in daily field sales by interacting with the Main Contractors & MEP contractors in the market for achieving the sales target.
- Preparing tenders, proposals and quotations & Negotiations with suppliers on both technical and commercial aspects of products. Maintaining professional working contact with key suppliers and third parties.
- Coordinated with design team and implemented solutions that increased storage capacity and optimized operation flow.
- Handled and project managed key accounts and mega projects across Qatar. Liaison with relevant departments within the company to ensure that supply chain is efficiently applied on all stage.
- Evaluate stocking options, product range extension considering market trends. Provide order forecasts to principals and monitor delivery compliance.
- Coordinate with the Logistics Teams on collating various orders from multiple factories based on optimizing costs and customer.

## DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

**BAGIEO JOSE**