

MOHAMMED SIRAJUDDIN

Technical sales engineer

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Present Location: Doha, Qatar

Transferrable visa with NOC

CAREER OBJECTIVE: An astute professional with over 8 years in various engineering disciplines with specialization in project sales of HVAC products, HVAC valves used in chilled water system, AHU's, FCU's, chillers serving building services industry in Qatar region. Currently I am seeking for a rewarding position where I can utilize my knowledge & experience that will prove effective towards the growth & development of an enterprise.

Educational details:

M.S.C Applied Instrumentation & control engineering, Glasgow Caledonian University

(U.K) (Sep 10 –Feb 2012) Key Modules:

- Measurement theory & devices, Project planning & management.
- Data Acquisition and analysis, Control systems.
- Instrument networking and communications.
- Safety and safety management.
- Measurement systems, Industrial case studies.
- Process Instrumentation, Safety and Safety management.

Bachelors in Mechanical Engineering, Osmania

University, India (Sep 2003-Jun 2008) Key Modules:

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|------------------------------------|--------------------------------|
| ■ Engineering Mechanics & Graphics | ■ Thermal Engineering |
| ■ Design of Machine Members | ■ Mechanics of fluids & solids |
| ■ Heat Transfer | ■ Management science |
| ■ Fluid Power | ■ Theory of Machines |
| ■ Production Drawing | |

KEY SKILLS/STRENGTHS:

- Good knowledge of Pressure, Temperature, Flow, Level sensors & transmitters.
- Troubleshooting control valves & actuators.
- Good Command on MS-Office & Project (Word, Excel, Power Point, Flash).
- Initiate and follow up on the direct mailing to potential customer and coordinated with project procurement and technical head and helped them in resolving technical issues related product, project design as per specifications.
- Detailed & organized team player, a keen goal achiever and accurate work attitude.
- Ability to work in multiple disciplinary groups with strong communication and management skills.
- Good knowledge and understanding of Industrial equipment's like, pumps, water-cooled chillers, AHU's, FCU's, chilled water application Valves, fittings, VFD's, and process parameters such as Pressure, Temperature, Flow measurements.

PRACTICAL PROJECTS: Thermocouple based room temperature logger, Level measurement system. Design using Ultrasonic pressure transmitter, Process plant PI controller tuning, and Pneumatic Conveying Test Rig Assessment and instrument design, Analyzing the characteristics of Butane Gas explosions in a Perspex tube by Microphone sensor.

M.S.C FINAL PROJECT: A Real-time measurement system was designed to determine the speed of the gas explosion inside the tube. The sound data of the explosion inside the tube is acquired with the help of microphone, A/D converter and Lab VIEW programming and able to find the speed of various levels of gas explosion.

WILTZ GROUP:

Technical sales engineer

(Nov-2023-Feb2024)

- Responsible for the increase in sales for wiltz range of products used in MEP, Oil & Gas industry.
- Handled Flowmeters, process instrumentation products, temperature, pressure & flow transmitters used in Oil & Gas applications.
- Complete coordination with both manufacturer & client for the right selection of field instruments and provided their proposals and followed up to close the order with approved PO from Qatar energy sub-contractors.

AUTROL TECHNOLOGIES

Position: Senior Technical sales engineer

(Feb 2023- Oct 2023)

- Responsible for development of sales of Siemens instrumentation & automation products used in Industrial manufacturing plants, sewage treatment plants and other industrial applications in Qatar region.
- Handled wide range of Siemens automation products such as variable frequency drives, motors, Simatic controllers, DC power supply units, Analog input/output cards, Digital input/Digital output cards, communication modules such as profinet cables, fieldbus communication.
- Siemens field instruments used in water measurement applications such as Siemens ultrasonic flowmeters, radar type flowmeters, electromagnetic flowmeters.
- Provided projects commissioning support to technical engineers for the upgradation of VFD based control panels & upgradation PLC based control panels.
- I was acted as frontline engineer from the Autrol' s team during project execution phase while commissioning the work on Manufacturing facilities.
- Successfully completed the Projects to AC to DC motors, drives & PLC's in QICC, Mesaieed.
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SERAG AL OFUQ INTERNATIONAL

Position: Sales engineer

Muscat, OMAN (Aug2022- Jan2023)

- A Manufacturing company for producing welding electrodes used in general fabrication, Oil & Gas industry which is approved from Petroleum development Oman.
- Prospecting new clients in this area of business in Oman region.
- Exploring other sectors of market and generating new line of business for these products.
- Extracting potential suppliers from different regions in Oman and promoting company range of products in Oman region to increase the overall sales.

AL RIYADH TRADING & CONTRACTING

Position: Technical Sales engineer

Doha, QATAR (Dec 2016- Dec 2021)

BRANDS: CRANE FLUID SYSTEMS-UK, CLAVAL VALVES-SWITZERLAND, WILO GERMAN PUMPS, DIFFERENTIAL PRESSURE TRANSMITTERS & FLOWMETERS OF ENDRESS + HAUSER (U.S.A), WIKA PRESSURE GAUGES, TEMPERATURE SENSORS SUCH AS RTD'S THERMOCOUPLES & THERMOSTATS.

- Successfully managed multimillion-riyal projects in Doha regularly exceeding client expectations through on-time. Developed and maintained strategic relationships with key customers and regularly prospected new customers for wider business in Qatar region.
- Advised client in right product selection based on client requirements and project specifications & QCS standards. Provided presales & after sales support.
- Coordinated project managers & prepared material submittals for the consultant approvals.
- Coordinated with main contractors and provided commercial & technical support in related to Electro-mechanical products used in the Construction, Oil & Gas Industry.
- Acted as focal point between the consultant & manufacturers, suppliers, collecting submittals from suppliers as per approved PVL (Project Vendor list).
- Provocative approach to transfer RFQ to Purchase order, LPO part number & Price and part number verification.
- Inspected materials before delivery to site to make sure the quality of material is as per Project/contractual specifications and consultant approved material as per the submittal.
- Coordinated with procurement department & take off material quantities from approved drawing and prepared selection of valves based up on their requirements.
- Review the comments received from consultant on material submittal & shop drawings.
- Attended weekly meetings with consultants and other domain engineers for coordination purposes to make our product range approved in the projects.
- Worked on ERP (Enterprise resource planning) application and monitored sales & stockings.
- Consult with clients after sale to resolve problems and to provide ongoing support.
- Coordinating & monitoring with other mechanical services like firefighting, plumbing & HVAC services within Building services to include our range of products in these applications.
- Coordinated the principal's Manufacturers for any product related query and supported contractors technically & commercially.

VSES INDIA PVT LTD.

Position: Instrumentation Design engineer
India, Hyderabad (Sep2014-Oct 2016)

- Assisted Senior engineers for evaluating the instrumentation scope in terms of details detail design for various projects.
- Worked on Instrument detail design scope for 2*600MW thermal power generation plant. Worked on Detailed Instrumentation Design for various processes of thermal power generation.
- Fully understood the scope of work by contract document and then gathered the required project information, contractual obligations, and technical specifications of the project.
- Fully reviewed the P&ID's and prepared the instrument index, Listing of valves, specification and Data sheets, Selection and sizing of instruments, Instrument installation drawing for various processes.
- Worked on selection and sizing of instruments & control valves for boiler control, feed water pump control, turbine control, Ash handling and control, Coal handling and control systems and monitored pressure, Temperature, Flow, level for all these processes.
- Preparation of Instrument Index, Specifications & Data Sheet, I/O List etc.

- Sizing calculations of Flow Instruments & Control Valve with **INTOOLS** software.
- Supervising and checking of loop drawing, termination drawings and other inter discipline interfaces.
- Checking of cable tray routing, instrument location plan, tray clash etc.,
- Technical offer review for Instrumentation Items like field Instruments, control valves, Shutdown Valves, PSV etc.
- Prepared and documented the instrument details and specification for all instruments that control flow, Temperature, Level and Pressure.
- Excellent knowledge in cable scheduling, Hook up Drawing, Input/output list for DCS, Instrument cable Routing, control valve assembly, Junction box layout.
- Excellent Knowledge of ISA, API, IEC, codes and standard.

WJ GROUND WATER LIMITED

Position: Instrumentation Monitoring & Commissioning Engineer

Bushy, London (June 2013- July 2014)

- Assisted Project Managers in the preparation and implementation of Data acquisition systems for geotechnical, structural and environmental monitoring, as well as assisting in the data collection and reporting and specifications of assigned project.
- Carried out work on Sites with respect to the Method of statement for implementing and commissioning of work.
- Designed, Engineered, Programmed and commissioned CR1000 Data logger connected with pressure sensors for data acquisition to monitor underground water levels.
- Wired thermocouple sensors to multiplexer AM16 32 and then successfully interfaced with data logger CR 1000.
- Find the root cause for the failure of any instrument. Tested, Calibrated and installed pressure transducers such as vibrating wire piezometer's Electromagnetic flow meters, Level sensors and obtained the readings on data logger and interfaced the data logger with the Logger net software to acquire the water level data.
- Supervise and assist with installation and maintenance of equipment's on construction sites.
- Data collection and processing in excel spread sheets for issue to clients.
- Making regular water level monitoring reports to the supervising engineer and client.
- Preparing pumping test factual reports.
- Fully operated on Hole Base software to obtain the Bore Hole Log.
- Carry out site inspection on completed works & consultant in accordance with the approved shop drawings.
- Coordinated with different trades and specialty contractors regarding interfacing works involving electrical & Low current systems.

PROFESSIONAL MEMBERSHIPS

- Energy Institute, Aberdeen, UK
- Association of Mechanical Engineers, OSMANIA, Hyderabad, India
- Society of Instrumentation engineers

INTERESTS:

- Being a sports person, in my leisure time I try to learn new engineering skills and enjoy playing games like football and cricket.

- Read technical and political papers to be abreast of current affairs and developments in HVAC, Oil & Gas Industry.
- Enjoy traveling understanding different cultures and gaining international exposure, adventuring besides I have fascinating desire for hiking and field work/expedition

REFERENCE:

Shall be furnished upon request