

Personal Profile of Noor Ahmed Sanadi

Senior Management & Operations Professional

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Career Synopsis

- A competent engineering professional with over **20+ years** of enriching experience in **Management / Project Operations / Facilities Maintenance** for technical business domains viz. engineering / industrial products, HVAC systems, capital equipment and CAE solutions.
- A keen learner with a flair for adopting emerging trends and addressing industry requirements to achieve organizational objectives.
- An excellent performer with consultative style analytical approach, negotiation skills, problem solving abilities and keen client assessment aptitude. Capable in handling multiple priorities, with genuine focus on business excellence and high quality service delivery.
- Hands on experience of working on **CRM, PMS and ERP software systems**.
- Experienced in working with international business environments with the distinction of exploring new opportunities for businesses growth right from the inception phase, organisational development and streamlining operations.
- An excellent communicator with good analytical and problem solving skills; Proficient in handling interactive technical presentations.

Core Competency

- **Project Planning, Operations & Facilities:** Managing project operations, planning and control processes including complete business operations, process optimisation, quality, safety and regulatory audits at par with industry standards, ensuring in-time project delivery. Dealing with major stakeholders for planning and executing project orders, AMCs, facilities contracts and managing client facilities operations in line with the project schedules and target deadlines.
- **Procurement & Contracts:** Developing strategic suppliers, vendors and subcontractors, negotiation and efficient contracts management to ensure principal procurement for the forecasted project requirements and special projects.
- **Business Development & Management:** Leading the efforts to launch / promotion of new products, complementary to the core business to develop niche markets. Building brand focus and visibility for B2B & B2C sectors, achieving profitability and operational efficiency.
- **Forecasting, Budgeting & Reporting:** Preparing budgets, forecasts and management reports. Expertise in handling government/private tenders, ensuring adherence to regulatory procedures and dealing with consultants for obtaining required approvals. Strategic planning and continuous improvement programs through periodic analysis of P&L and growth parameters.
- **Consultants & Key Accounts Management:** Working with designers and consultants, QCDD and third party certifying bodies for obtaining essential regulatory and standards approvals and certifications. Maintaining strong business relations, ensuring customer satisfaction by achieving delivery & quality norms, with focus on client retention. Handling client grievances, NCRs and resolving issues with a holistic approach, in line with quality policy and standards.
- **Human Capital Management:** Recruiting the right talent, assisting through the hiring process, providing skill upgrade trainings, performance based growth plans, instilling strong team spirit, ensuring employee retention in line with the company policy and vision.

Qualifications

- **Master of Business Administration (MBA)** – International Business.
- **Bachelor of Engineering** – Industrial Production.

Work Experience

Oct'2017 – Till date	Central Ventilation Systems W.L.L, Doha – Qatar, as
Asst. General Manager	Reporting to: GM & BoDs
<ul style="list-style-type: none">■ In-charge of overall operations and business development for QCDD approved passive fire safety solutions and ventilation systems, catering to the major infrastructure projects and construction industry in Qatar market.■ Devising and implementing strategies to enter major projects / tenders in close co-ordination with the sales and operations team, to ensure prompt delivery / execution of the project, to achieve the targeted sales revenues and profitability.■ Business development and sales of ventilation systems such as, SAFE4 Smoke and Kitchen Extract Duct systems, CousTek Sound Attenuators, Komponet Louvers, UL listed Dampers, Fire Rated Insulation and multi-purpose Panels / Boards etc.■ Targeting major EPC/MEP contractors, installers, oil & gas industry, key accounts, project designers and the consultants.■ Guiding and monitoring sales team and project operations, on daily routine through planning, reporting and analysis.■ Obtaining the essential approvals from various govt. institutions, major consultants, designers, clients and contractors.■ Overseeing the overall production and facilities operations, ensuring strict adherence to project timelines, with prime focus on production processes, project site operations and service quality control, conforming to the specifications and industry standards.■ Managing the entire manufacturing process, including the just-in-time procurement of materials, inventory management, preparation of production plans, implementing the ISO standards compliant quality control measures and monitoring the logistics.■ Assisting technical teams in effective implementation of project delivery, facilities maintenance plans and contracts and ensuring their prompt execution in order to achieve delivery efficiency at all projects through minimising the equipment downtime and related costs.■ Managing operations budget, implementing production, planning & control policies by adherence to strict QA/QC norms.■ Monitoring operator performance and providing skill development trainings to the staff to updated on new techniques.	
Feb'2015 – Sep'2017	Al Futtaim Group, Doha – Qatar, as
Business Manager – Projects & Operations	Reporting to: Division Manager
<ul style="list-style-type: none">■ Responsible for complete business operations right from generating pre-sales phase, preparing technical submittals, pricing and commercial proposals, tender documentation, negotiations, order closing and contract execution.■ Managing client site operations for turnkey project execution including supply, installation, testing & commissioning and maintenance of HVAC unitary equipment, packaged air conditioners, VRF systems, air cooled chillers, AHUs and other equipment in the range.■ Business Development for various equipment and systems various brands viz. Carrier, Honda, Volvo, Sanyo, Aftron, etc., through different distribution channels/dealers/contractors for both B2B and B2C market segments.	

- Handled the core responsibility to plan and implement business development and sales strategies for projects and service business, with prime focus on corporate sector, dealer network, real-estate and infrastructure projects in Qatar.
- Key Accounts Management: Projects, Oil & gas, govt. sector, dealers, consultants and MEP/HVAC contractors.
- Sizing and selection of equipment, preparing estimates, techno-commercial proposals and submittals in compliance with the project specifications / tender requirements and to attend meetings / site visits as required.
- Directed and monitored the sales team in closing the deals, efficient project execution and to achieve individual targets.
- Directed after-sales department to improve service/parts business, secure AMCs, with a customer centric approach.
- Completed pre-qualification process and secured regulatory approvals for products from authorities, projects, clients and consultants.
- As an *Internal Auditor*, successfully implemented QMS and achieved **ISO9001:2008** certification within the short time frame.

Jan'2013 – Jan'2015

Al Emadi Group, Doha – Qatar, as

Business Development Manager – YORK Division

Reporting to: **Executive Manager**

- The core responsibilities were to design, plan and implementation of business development and operations strategies for **York & General** air conditioning equipment, with prime focus on oil & gas industry and infrastructure projects in Qatar.
- Looking after complete operations right from generating new sales leads, preparing technical submittals, pricing and commercial proposals, tender documentation, and negotiation, up to supply, installation and execution of the projects.
- Completing pre-qualification process and obtaining approvals from govt. authorities, projects, clients and consultants.
- Directing, guiding and monitoring the sales team in closing the deals, efficient project execution and to achieve targets.
- Key Accounts Management: oil & gas, govt. sector, retailers, projects, consultants and EPC/MEP/HVAC contractors.

Nov'2007 - Dec'2012

Stream Industrial & Engineering Co., Doha - Qatar, (part of Salam International), as

Division Manager – Mechanical Projects

Reporting to: **Managing Director**

- Reporting to the **Managing Director** shouldered the core responsibilities of sales and operations, for engineering plant equipment from multinational manufacturers, targeting the oil & gas industry, infra-structure projects in Qatar and GCC.
- Brands represented are **Gardner Denver, CompAir, Demag, Severn Trent De Nora, REID Lifting, Kubota, Schenck, Venti Oelde, CMD, Chicago Pneumatic, Cooper, CombiLift, Lurgi**, etc.
- Leading the team of sales engineers, preparation of sales budgets/forecasts, business plans, sales and management reports, assigning targets for the sales team, devising strategies to achieve sales growth and ensure better **profitability**.
- Liaising with the principals, monitoring the sales activity and team management to optimise the performance, **achieve set targets** and extend value added support to the clients in line with the corporate vision and mission.
- Planning and execution of after-market strategies, service level agreements, call-off contracts & AMCs to corporate clients and governmental institutions, ensuring efficient operations at the client facilities / project sites, complying to safety and quality protocols.
- Conducting **internal audits** to ensure the compliance of processes with the corporate company policy.
- Played key role in establishing **after-market** department and the service infrastructure to support the client base.

July'2005 – Oct'2007

INMA – Gulf Development & Constr. Co., Dubai – U.A.E, as

Sr. Product Engineer – Atlas Copco

Reporting to: **Sales Manager**

- Marketing, supply and installation of of **Atlas Copco** premium range of products i.e. Compressed Air Systems, Construction Tools, Rock Drilling Equipment, Power Gensets, Industrial Power Tools and the after-market products in the U.A.E region.
- Processing enquiries, assessing the requirements and proposing solutions to end clients, consultants, quarry owners.
- Assessing the project / tender specifications, developing the essential documentation, technical submittals, compliance statements, commercial bids etc. Co-ordinating with clientele and the principals thru the entire project sales cycle.
- Conducting technical inspection at sites, conducting system audits, selling and execution after-market service contracts to clientele.

Jan'2001 – July'2005

Rachana Infotech Ltd., Goa - India, as

Marketing Engineer – CAE & Industrial Automation Division

Reporting to: **Marketing Manager**

- Primary assignment was to design, develop and market the industrial automation systems.
- Was involved in the marketing of CAD / CAM / CAE solutions and customised software for different applications such as engineering, banking, shipping, finance, medical, e-commerce and other corporate sectors.
- Organised seminars, presentations and other promotional activities for the clients.
- Identified the potential market sectors for trial automation, robotics products and formed promotional strategies.

Major Projects Execute

- **FIFA World Cup Stadiums** – Education City Stadium, Al Bayt Stadium, Al Thumama Stadium, Al Janoub Stadium. (Client: Supreme Committee)
- **Mina District Doha Port Development** (Client: Supreme Committee for Delivery & Legacy.)
- **Strategic Mega Reservoirs** at Al Thumama, Rowda Rashid & Umm Birka (Kahramaa)
- **Qatar Rail Stations and Stabling Yard**, (Client: Ministry of Transport)
- **Lusail Plaza Towers, DCPs & Underground Car Park** (Client: Qatari Diar)

Software Skills

Expertise in **MS-Windows, MS-Office**, well versed with **ERP / SAP** and also worked on **MS-Project**, Pro-E2000i, AutoCAD.

Professional Affiliations & Memberships

- **Project Management Institute (PMI)**, USA. [ID#1688986]
- **American Society of Heating & Refrigeration Engineers (ASHRAE)**, USA. [ID#8410871]
- **Indian Society of Heating & Refrigeration Engineers (ISHRAE)**, India. [ID#70259]
- **The Institute of Engineers (IEI)**, India.
- **International Institute of Facility Managers (IFMA)** [ID#1219089]

Professional Certifications & Trainings

- **Project Management Professional (PMP)** – PMI, USA.
- **Sustainability Facility Professional, (SMP)** – IIFM, USA.
- **International Diploma in Supply Chain Management** – ITC SME Trade Academy, USA.
- **Certified Internal Auditor ISO9001:2015** – TUV SUD, Qatar.
- **Design & Installation of FyreWrap Systems** – Unifrax, USA.
- **Essential Fire Safety Management Certification** – ITC, USA.
- **Specialized technical trainings** – **Atlas Copco** (Belgium & Turkey), **CompAir GD** (Germany / Italy /UAE), **Commtest** (U.A.E.), **Chicago Pneumatic** (Turkey)



Add-Ons

- Valid Driving License – UAE & Qatar.

My Strengths

- Receptive and adaptive to the dynamic market scenario and challenges.
- Ambitious, energetic, forward thinking and pro-active approach towards my responsibilities.
- Confident of getting through the assigned projects with due diligence and meeting targets.
- Ability to perform well under pressure, positive attitude, enthusiasm and mental toughness.

Personal Dossier

Date of Birth : 11th Feb 1979
Nationality : Indian
Marital Status : Married (*Family in Qatar on resident status*)
Visa Status : Valid Qatar Resident Permit
Languages Known : English, Hindi, Urdu, Kannada & Marathi (*Read, write and speak*)

My Philosophy in life

The best way to success and contentment is, **“TO DO QUALITY WORK.”**

References

Available upon request