



MUHAMMAD SHEMEEM RASHID

MECHANICAL ENGINEER (MMUP UPDA CERTIFIED)

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Objective

Results-oriented Mid Level Sales Engineer with a proven track record of developing and maintaining strong customer relationships, resulting in increased customer satisfaction scores and repeat business. Skilled in identifying customer needs and providing tailored solutions, leading to significant sales revenue growth and upselling opportunities. Experienced in delivering technical presentations and converting potential clients into new customers, driving successful sales conversions and expanding market reach.

Experience

- Onetouch trading and Services** 01/02/2022 - Till now
Project Sales Engineer
 - Researching, developing, and modifying products to meet customers' technical requirements and needs.
 - Discussing equipment needs and system requirements with customers and engineers.
 - Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
 - Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
 - Setting and achieving sales goals and quotas.
- Orbit Contracting and trading** 01/04/2018 - 30/10/2018
Project Engineer
 - checking technical designs and drawings to ensure that they are followed correctly.
 - providing technical advice and solving problems on site
 - preparing site reports and filling in other paperwork
 - Preparing cost estimates and ensuring appropriate materials and tools are available
- Architons interior Studio** 01/07/2015 - 01/03/2018
Sales Engineer
Identify, coordinate, and participate in client relationship-building activities and meetings
Conducting experiments and evaluations to improve and innovate product sales.
Maximize sales growth in Distribution channel for sales representatives and customers by managing orders.
Collaborating with project managers and clients

Education

- Visvesvaraya Technological University** 2014
Mechanical Engineering
Second class

Skills

- Technical Proficiency and Product Knowledge
- Consultative Selling and Solution Crafting
- Communication and Interpersonal Skills
- Business Acumen and Market Awareness
- Collaboration and Teamwork
- Adaptability and Flexibility

Projects

- NORTH FIELD EXPANSION EPC 1, 2 & 3**
Qatar Gas (CLIENT)
Consolidated Contractors Company(CCC)
(Contractor)
IRIS ENGINEERING (Contractor)

Chiyoda Corporation and Technip Energies CTJV (Consultant)

- **ISF TRAINING CAMP**

Qatar Armed Forces (Client)
Al Ali engineering (Main contractor)
DAR AL Handasah Counsultants

- **ARCHIVE & WAREHOUSE BUILDING COMMERCIAL BANK**

COMMERCIAL BANK (CLIENT)
TRUST ENGINEERING(CONSULTANT)
SHANNON ENGINEERING CO (CONTRACTOR)

- **AI SHAHAD HOTEL & RESIDENTIAL TOWER**

H.A.AL Kuwari (Client)
Diwan Al Emara (Consultant)
Ismail Bin Ali Trading & Contracting Co. W.L.L (Contractor)

- **AI MASLUBA FARM**

Private Engineering Office (Ministry of Qatar)
Lighting Electro Mechanical (Contractor)
GHARNATA ENGINEERING CONSULTANT (Consultant)

Personal Details

- Date of Birth : 23/03/1992
- Marital Status : Married
- Nationality : Indian
- Religion : Islam
- Gender : Male
- Driving Licence : Qatar driving licence (LMV CAR)
- Place : Doha, Qatar
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Languages

- ENGLISH
- Hindi
- Malayalam
- Tamil
- Arabic (basics)

Additional Qualifications

- ASNT NDT LEVEL II Certification
Diploma in Process Piping ASME B 31.1
Diploma in HVAC

Visa Status

Transfersable with NOC