

## CURRICULUM VITAE

### **Mohammed Hussain Khan**

Mechanical Sales Engineer

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Doha, Qatar.



## EDUCATIONAL QUALIFICATION

- **Bachelor of Engineering (B.E) in Mechanical Engineering** from Osmania University.

## PROFESSIONAL SUMMARY

- Around 8 Years as a **SALES/ Mechanical Engineer** in one of the leading Organizations in Qatar - “**SPECIALIZED CLADDING**” company.

## PROFESSIONAL EXPERIENCE

- Meeting with clients to understand their needs and specifications, then creating proposals that adhere to their criteria.
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Describing the scope of work, numerous products, and the materials utilized by the company, such as G.I (Galvanized steel), Stainless Steel (SS), and Aluminum.
- The company's range of services includes the supply, fabrication, and installation of Aluminum composite panel cladding works, solid aluminum works with all types of masharabiya, and custom-made facades, natural and artificial stone cladding works with mechanical fixing systems, terracotta cladding and aluminum honeycomb panels, stainless steel architectural wire meshworks, stainless steel cladding works, standing seam roofing systems, MS steel fabrication, and custom signage (LED/street signage/signage).
- Obtaining the client's recurring payment checks and following up frequently to obtain the remaining balance.
- Consulting with clients throughout the purchasing process, from initial consultation to final installation.
- Contact new & existing customers to discuss their need and explain how these needs could be met by specific services.
- Coordinating with the estimation team after receiving the inquiries from clients.
- Have a clear conversation with the client regarding payment and delivery terms, and attend regular meetings.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- To prevent any complications later, carefully review the material & technical specifications and establish effective communication with the client.

- Check the product's pricing carefully and stay current on market demands and requirements.
- Providing status reports on work as required, including sales forecast, maintaining accurate records on target accounts, opportunities, quotes, projects, contacts and correspondence.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Ensure that all inclusions and exclusions to be provided to the client are thoroughly considered and monitored.
- Establish correct delivery schedules and coordinate with the delivery team and the client.
- Training other members of the sales team on the technical aspects of the company's products and services.
- Consults with existing and potential clients to assess and understand equipment needs and systems requirements.

### **MAJOR PROJECTS**

- Mall of Qatar, Doha-Qatar.
- Qatar Security forces, Doha-Qatar.
- Ministry of Interior, Doha-Qatar.
- Hamad International Airport, Doha-Qatar.
- Al Bidda Park, , Doha-Qatar.

### **PREVIOUS WORK EXPERIENCE**

- Company Name : DAIKIN AIR CONDITIONING INDIA PVT.LTD.
- Position : HVAC Site Engineer

#### **Duties & Responsibilities:**

- ♦ Checking the IFC drawings and execution of the HVAC work as per the IFC drawings.
- ♦ Preparing the material submittals as per project's specifications and standards.
- ♦ Execution as per the codes and standards (ASHRAE,SMACNA).
- ♦ Installation of all HVAC equipment's such as chillers, pumps, Air handling units (A.H.U), Air cooled package units, Fan coil units (F.C.U), and Precision units, Supply/Exhaust fans, Ducts and required HVACsystems.
- ♦ Preparing the schedules and target dates for the completions of work and co-ordinate with the sub-ordinates for the same.
- ♦ Mobilizing men and material to site for execution works.
- ♦ Distributing installation work and setting the targets amongst the employees.
- ♦ Maintaining daily work progress report.
- ♦ Maintaining records for successful completion of the installation.
- ♦ Coordinating with the 3rd party for the Testing and Commissioning of the Conducting the meetings for the work progress with the contractor, consultantand clients.
- ♦ Audit our systems based on ISO 9001:2015 requirements.
- ♦ Determine the quality metrics for all the procedures.

- ♦ Direct and supervise a team of 15 maintenance technicians on a day-to-day basis and coordinate their schedules to provide timely visits to clients.
- ♦ Perform repair and preventative maintenance work on a wide range of equipment types to ensure functionality and efficiency.
- ♦ Conduct energy audits to identify areas where efficiency can be improved for lower operational costs and greater environmental comfort.

#### **PROFESSIONAL CERTIFICATION**

- ♦ Certification in the DESIGN, ERECTION, MAINTENANCE & ESTIMATION OF HVAC from TECNOLCO Institute of HVAC.

#### **TECHNICAL SKILLS**

- |                    |                                        |
|--------------------|----------------------------------------|
| ♦ Operating System | : Windows XP, 7, 8 & 10                |
| ♦ Packages Outlook | : MS Office –Word, Excel, Power Point, |

#### **KEY STRENGTHS**

- ♦ Dedication and Willingness to Walk the Extra Miles to Achieve Excellence.
- ♦ Excellent Verbal and Written Communication Skills.
- ♦ Very Ambitious and Professionally Aggressive.
- ♦ Very Strong Sense of Professionalism and High Level of Work Focus.

#### **PERSONAL PROFILE**

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|-------------------|---|-------------------------|
| ♦ Passport No     | : | V2447293                |
| ♦ Nationality     | : | Indian                  |
| ♦ Marital status  | : | Single                  |
| ♦ Visa Status     | : | Freelance VISA with NOC |
| ♦ Driving License | : | Qatar Driving License   |

I hereby declare that the information furnished is true.

Mohammed Hussain Khan