

## CURRICULUM VITAE



**MOHAMMED JAVED, UPDA/MMUP Certified Reg. No: 31224**

Sales Engineer / Product Engineer  
(Mechanical – Bachelor of Technology).

☎: +974 - 70524922



: [javedmohammed354@gmail.com](mailto:javedmohammed354@gmail.com)  
[javedmohammed354@outlook.com](mailto:javedmohammed354@outlook.com)



: <http://www.linkedin.com/in/javed-mohammed-b91bb5116>



Possess Driving License and Car

- **DOB:** 13-May-1996
- **Nationality:** Indian
- **Marital Status:** Single
- **QID No:** 29635614172
- **Expiry Date:** 30-Sep-2023
- **Passport No:** P9552744
- **Issue Date:** 29-Mar-2017
- **Expiry Date:** 28-Mar-2027

### Present Address

#### **Present Residency Address**

Near Lulu Hypermarket - D-ring  
Road,  
Matar Qadeem-Qatar.

### ABRIDGE

- To carve a niche for myself in sales and technology industry by taking up new challenges and providing efficient solutions.
- Seeking a new challenging career opportunity with a reputable organization where my professional and personal skills can be applied effectively, to accomplish the best achievements for the company.

### EXECUTIVE SUMMARY

UPDA Certified, pivotal Product Engineer / Sales Engineer with over 8+ years of experience in implementing successful sales and business development strategies to produce significant bottom-line results. Outgoing and detail-oriented with distinguished background in promoting and developing customers to drive revenue across diverse sales areas. Adept with technical specifications and executing effective sales to optimize market opportunities. Exemplar communicator with the passion and drive needed to cultivate and foster professional and profitable relationships while maintaining trust.

### APPROACH

Success in all my previous assignments will enlighten about my approach having clear focus on work entrusted upon me. I believe in co- operating, motivation, honesty and sincerity, to work for mutual development.

### COMPUTER SKILLS

- **MS. Office**  
Word  
Excel  
Power Point  
Outlook
- **SAP**
- **AutoCAD 2D**
- **Autodesk Inventor 3D**

### EDUCATIONAL QUALIFICATION

- **B.Tech (MECHANICAL)** ~ Raghu Engineering College, JNTU Kakinada Affiliated, Visakhapatnam ~ 2013-2017 ~ **75% Marks.**
- **Intermediate** ~ Sri Chaitanya Jr. College, Visakhapatnam ~ 2011-2013 ~ **86% Marks.**
- **S.S.C (10<sup>th</sup>)** ~ Pollocks High School, Visakhapatnam ~ 2011 ~ **82% Marks.**

## **WORK EXPERIENCE: 8+ Years**

### **REFERENCE DETAILS**

**Mr. Harish Nayak**  
Business Development  
Manager, Doha Petroleum  
Construction Co. Ltd,  
Contact: +974 5014 8478  
Email: [harishn@dopet.com](mailto:harishn@dopet.com)

### **CAREER GRAPH-1**

- **Company Name:** Doha Petroleum Construction Co. Ltd. (DOPET).
- **Designation:** Sales Engineer.
- **Company Origin:** Part of Al Ahed Holdings.
- **Company Type:** EPIC, Sales and Technology.
- **Products Handled:** Steam Traps, API and Non-API Pumps, Electric Process Heaters, Heat Tracing Cables, Static Mixers, Cooling Towers, Manual Valves, Actuated Valves, EFW/CRA Weld/Seamless/CS & Clad Pipes, Process Gas Compressors and Blowers, Tube Fittings, High Speed Epicyclic Gear Boxes.
- **Duration:** Joining Date January-2023 to Present.
- **Client:** Qatar Energy, Qatar Gas, Dolphin Energy, North Oil Company, WOQOD, QAFCO, ORYX GTL, QChem, QAPCO.

### **JOB PROFILE**

As a **Sales Engineer**, I specialize in combining technical expertise with sales strategies to deliver innovative solutions for clients. My role involves engaging with clients and Original Equipment Manufacturers (OEMs), managing the end-to-end sales process, and ensuring that all requirements—from technical specifications to cost and delivery timelines—are met.

### **Key Responsibilities:**

#### **Sales Support:**

- Created and maintained detailed quotations, sales orders, and contracts for clients.
- Managed SAP transactions to update materials, sales inquiries, sales quotations, sales orders, purchase requisitions, and purchase orders, ensuring accurate and up-to-date records.

#### **Handling OEMs:**

- Issued RFQs to OEMs after thorough analysis of client requirements, ensuring appropriate solutions were proposed.
- Communicated with OEMs to clarify technical specifications and address any concerns raised by clients.
- Negotiated pricing, payment terms, and delivery schedules with OEMs, ensuring that all conditions were favorable before placing the purchase order.

#### **Outside Sales:**

- Conducted sales calls and met with clients and EPC contractors to gather essential information about ongoing, upcoming, and awarded projects.
- Delivered presentations on OEM products and ranges to EPC bidders and end-users, encouraging them to submit relevant RFQs and inquiries.
- Organized meetings with local bidders and subcontractors during OEM visits to Qatar, facilitating strong business relationships.
- Assisted OEMs in registering with the client's AVL/PML (Approved Vendor List/Approved Manufacturer List) to expand their market presence.

#### **Request for Quotation (RFQs):**

- Analyzed RFQs and provided clear feedback to clients regarding the intention to bid, ensuring that all requirements were clearly understood and addressed.
- Coordinated with OEMs to confirm their ability to fulfill the material and technical requirements of the client's scope of work.

### Costing and Order Management:

- Received and reviewed OEM quotations, ensuring the accuracy of cost details and compliance with client expectations.
- Worked closely with management to approve costing/quotation sheets, preparing final quotes for client approval.
- Converted purchase orders into sales orders and coordinated with the Expediting/Logistics department for smooth order processing.
- Collaborated with Logistics and Finance departments to ensure timely invoice and tracked payments to OEMs.

### REFERENCE DETAILS

#### **Mr. Soby Methew**

General Manager, Al Thuraya International Trading and Contracting,  
Contact: +974 7011 0250  
Email:

[marketing@titinternational.com](mailto:marketing@titinternational.com)

### CAREER GRAPH-2

- **Company Name:** Al Thuraya International Trading and Contracting.
- **Designation:** Technical Sales Engineer.
- **Company Origin:** Toyota Tower, Najma.
- **Company Type:** Trading and contracting.
- **Products:** Roller Shutters, Automatic Doors, Sectional Doors, Gate Barriers, Louvers, Dock Lifts, Dock Levelers, Scissor Lifts, Outdoor Furniture.
- **Duration:** Joining Date Oct-2020 to Jan-2023.
- **Client:** Redco Al Mana, Urban Contracting Company, HBK Contracting, American Military Base, Gulf Warehousing Company, Qatar Airways, Qatar Rail, Katara Hospitality, Waqood, Qetaifan Projects, Med Gulf, Matta Contracting, National Engineering Contracting Company, Gulf Contracting Company.

### PROJECTS HANDLED

- **Bus Depot S22, S23, S24 – Redco International:** Installation of Fire Rated Roller Shutters and Insulated Roller shutters with Wicked Door.
- **HIA Expansion of Passenger Terminal - UBT JV Urbacon Bahadir Tedeschia JV:** Installation of Overhead Sectional Doors.
- **American Air Base Development – GL Venture:** Installation of Fire rated Roller Shutters.
- **HIA Expansion of Passenger Terminal - MTT JV Midmac Tepeakfen Tedeschia JV:** Installation of Dock Levelers and Dock Lifts.
- **Integrated Family Housing and Labor Accommodation By BARWA – UCC Holdings:** Installation of Insulated Roller Shutters.
- **Qetaifan Island – Redco Al mana:** Installation of Perforated Roller Shutters with Mullion Center.
- **Commercial boulevard Lusail – Redco Al Mana:** Installation of Fire rated and Non-Fire Rated Roller Shutters and Bollards.
- **Meshaf Health Center – Lexus Engineering:** Installation of Roller shutters.
- **Quantum Data Center 1 and New Data Center 2 – Amana Constructions:** Installation of Dock Lifts.

### JOB PROFILE

As a **Technical Sales Engineer**, I leverage my technical expertise and strong sales acumen to deliver tailored solutions to clients, ensuring they achieve their business objectives with our products and services. My role involves understanding customer requirements, presenting technical solutions, and driving sales growth while providing technical support throughout the sales process.

## **Key Responsibilities:**

### **Sales and Business Development:**

- Identified and developed new business opportunities, prospecting potential clients and expanding market share. Successfully negotiated and closed sales, achieving and exceeding targets.

### **Technical Consultation:**

- Responsible for the tendering process, starting from receiving inquiries from the client, ensuring compliance with project specifications, and adhering to QCS 2014 specifications.
- Responsible for preparing and obtaining approvals for technical submittals (Pre-qualifications, Material Submittals, Drawings, Method Statements, Operation Manuals, Training Manuals), as well as managing the close-out and handover of the project.

### **Customer Engagement:**

- Acted as the primary point of contact for clients, ensuring seamless communication and delivering technical support before, during, and after sales.
- Technical meetings with clients and consultants attended to ensure all technical clarifications are clear by educating them about the product and the technical specifications with a proper demonstration with product samples.

### **Proposals and Quotations:**

- Created and presented comprehensive proposals, quotations, and technical documentation to clients, ensuring clarity on technical specifications and pricing.
- Reviewed the scope and provided a tailored solution which complied with the project requirements.

### **Market Research:**

- Monitored industry trends and competitor products to stay informed, ensuring our solutions were competitive and relevant to customer needs.

### **Client Relationship Management:**

- Built long-term relationships with key contractors and consultants, ensuring customer satisfaction and identifying opportunities for upselling and cross-selling.

### **Training and Support:**

- Provided technical training for customers, ensuring they understood the full capabilities of the products and services purchased.

## **REFERENCE DETAILS**

**Dr. Hamad Saad M A Al Kuwari**

Chairman, Mozon Factory,

Contact: +974 5550 8900

Email: [mozon59@yahoo.com](mailto:mozon59@yahoo.com)

## **CAREER GRAPH-3**

- **Company Name:** AL MOZON INDUSTRIES & Co.
- **Designation:** Factory In charge, Product Designer and Production Engineer.
- **Company Origin:** New Industrial Area, Qatar.
- **Company Type:** Manufacturing and Production.
- **Product Manufactured:** Hydroponic Green Fodder System, Water cooling System, Industrial water softeners, Water Treatment Plant, Reverse Osmosis System.
- **Duration:** Joining Date Oct-2018 to Sep-2020.

**Client:** Qatar Petroleum, Qatar Palms, Baladna Dairy Farm, Hassad Foods, Arab Qatari Agricultural Production Company (QTFA).

## **JOB PROFILE**

As a **Product Designer and Production Engineer**, I am responsible for overseeing the entire production process from design to full-scale manufacturing. My role involves coordinating between design, production, and quality control teams, ensuring that products meet both technical specifications and cost targets. I focus on continuous improvement, process optimization, and the implementation of cost-saving strategies, while maintaining high standards of quality and operational efficiency.

### **Key Responsibilities:**

#### **Product Design & Development:**

- Determine project design requirements, ensuring products meet customer needs and industry standards.
- Establish material requirements for production, ensuring the selection of appropriate materials that meet technical and cost criteria.
- Accountable for the development and advancement of products, including designing proof-of-concept prototypes and mockups for marketing and executive approval.
- Evaluate product designs and gather feedback from stakeholders to implement improvements and optimize performance.
- Develop automation models to significantly reduce modeling and detailing timelines, improving production efficiency.

#### **Manufacturing & Production Management:**

- Identify and define manufacturing requirements, working closely with production teams to ensure smooth transition from design to production.
- Manage production costs and material expenses, identifying opportunities for cost reduction and implementing process optimizations.
- Create comprehensive manufacturing plans, conduct financial analyses, and ensure that production schedules align with cost and quality targets.
- Oversee the transition of new products from prototype to full-scale production, ensuring all manufacturing processes are scalable and efficient.
- Lead initiatives to establish product standards, eliminate redundant work, and streamline operations for maximum efficiency.

#### **Quality Control & Process Improvement:**

- Maintain high standards of quality and cost-effectiveness throughout the production process, ensuring all products meet the required specifications.
- Develop, implement, and refine procedures in the manufacturing process, troubleshooting and seeking improvements where necessary to enhance product quality and reduce errors.
- Supervise draftsmen to ensure synchronization of CAD drawings and BOM (Bill of Materials) release priorities, ensuring alignment across all stages of production.

#### **Team & Resource Management:**

- Manage the operation, maintenance procedures, and controls for all machinery and equipment, ensuring up time and minimizing production disruptions.
- Plan and manage production schedules, allocating resources effectively and coordinating work shifts to meet production goals.
- Lead and mentor a team of engineers, designers, and production staff to achieve departmental and organizational objectives.

## REFERENCE DETAILS

### Mr. Subramanian

TPM Manager, TVS Axles India Pvt. Ltd,  
Contact: +974 97899 73189

## CAREER GRAPH-4

- **Company Name:** TVS Axles India Pvt. Ltd.
- **Designation:** Maintenance Assistant Engineer.
- **Company Origin:** Maumee, Ohio, U.S.A.
- **Company Type:** Manufacturing and Production.
- **Product Manufactured:** Rare Axles Differential Housing for Commercial and Heavy-Duty Trucks.
- **Client:** Mercedes Benz, Volvo, Daimler, Ashok Leyland, Mahindra, Tata Motors.

**Duration:** Jan – 2018 to Sep 2018.

## JOB PROFILE

As a **Maintenance Assistant Engineer**, I support the effective operation and maintenance of machinery, equipment, and systems within the facility, ensuring optimal performance and minimizing downtime. I focus on troubleshooting, preventive maintenance, and implementing continuous improvements to enhance production efficiency and maintain high safety and quality standards.

### Key Responsibilities:

- **Machine Maintenance:** Perform regular maintenance on a variety of machinery including CNC, Robo Weld, Friction Weld, and Leak Test equipment, ensuring optimal performance and preventing breakdowns.
- **System Maintenance:** Oversee the maintenance of building air conditioning systems and compressed air pipelines, ensuring efficient operation.
- **Troubleshooting and Analysis:** Analyze machine breakdowns and abnormalities to determine root causes and implement corrective actions.
- **Continuous Improvement:** Drive continuous improvement efforts by enhancing machine performance, operational efficiency, and minimizing downtime in production.
- **Inspection & Testing:** Ensure timely inspection and testing of machines and equipment, ensuring adherence to operational standards and safety protocols.
- **Supervision:** Supervise various fabrication, welding, mechanical, and painting tasks (both construction and maintenance) to meet workplace safety and operational requirements.
- **Documentation and Reporting:** Review and evaluate daily inspection records, investigate anomalies, and report findings to senior engineers for corrective action.
- **Risk Management:** Identify risks to work quality, schedules, and safety, and implement solutions to address these issues promptly.
- **Safety and Quality Compliance:** Maintain a high level of safety awareness and ensure that breakdowns, accidents, and defects are effectively addressed and eliminated.

## REFERENCE DETAILS

### Mr. Sateesh

PPC Manager, HYUNDAI NVH  
India Auto Parts Pvt. Ltd,  
Contact: +974 97916 91525

## CAREER GRAPH-5

- **Company Name:** HYUNDAI NVH India Auto Parts Pvt. Ltd.
- **Designation:** Production Planning Control Engineer.
- **Company Origin:** South Korea.
- **Company Type:** Manufacturing and Production.
- **Product Manufactured:** Car interior Parts to isolate Noise Vibration and Harshness.
- **Duration:** Joining Date Jan-2017 to Jan-2018.
- **Client:** Hyundai Motors India, Hyundai Mobis, Hyundai Glovis.

## JOB PROFILE

As a **Production Planning Control Engineer**, I am responsible for overseeing the entire production process, from planning and scheduling to managing inventory and ensuring timely delivery of products. My role involves ensuring that production runs smoothly, client expectations are met, and operational efficiency is optimized through effective production control and continuous improvement.

### Key Responsibilities:

- **Production Scheduling & Planning:** Prepare and plan the daily production schedule, ensuring optimal resource allocation and timely completion of orders.
- **Raw Material Management:** Control the flow of raw materials to ensure that production is not interrupted and that all materials are available when needed.
- **Finished Goods Management:** Oversee the flow of finished goods, ensuring proper storage and readiness for delivery to customers.
- **Stock & Inventory Control:** Manage inventory levels to ensure the right stock is available for production while avoiding overstocking and minimizing waste.
- **Production Line Supervision:** Supervise the production line, ensuring that operations are running smoothly and efficiently.
- **Monitoring & Execution of Production Plans:** Monitor and inspect the execution of production processes to ensure they align with the established production plan and meet quality standards.
- **Client Order Fulfillment:** Ensure client expectations are met by overseeing the timely completion of monthly orders within the given time frame.
- **After-Sales Services:** Manage after-sales services to ensure customer satisfaction and address any post-production issues.
- **Product Delivery Inspection:** Inspect product deliveries to customers to ensure that shipments align with the invoice specifications and meet quality standards.

## INTERNSHIP

- Vehicle Maintenance Trainee at **Hyundai Automotive**, Visakhapatnam, Andhra Pradesh, India in 2014.
- I worked as Trainee Maintenance Engineer at **Agarwal Aluminum Factory** in 2016.

## AREA OF INTEREST

- Product Management
- Technical Evaluation
- Product Designing
- Production Planning
- Inspection
- Product Demonstration

## INTERPERSONAL SKILLS

- Strong interpersonal and communication skills.
- High adaptability.
- Perseverance and Integrity to the Work.
- Strong Analytical Skills.
- Innovative thinking.
- Team Player.
- Time Management.

#### **DECLARATION**

I hereby declare that the above information given is true & the best of my knowledge and belief.

***Mohammed Javed***