



# MOHAMMAD SALMAN ANSARI

- 📍 CURRENT ADDRESS: MALE', MALDIVES
- 📍 RESIDENTIAL ADDRESS: MAHARASHTRA, MUMBAI
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## SUMMARY

Seeking a challenging and growth-oriented career where I can leverage my skills and knowledge to contribute to organizational goals while ensuring the highest quality standards. Eager to embrace opportunities for professional growth and excel in a dynamic environment.

## EXPERIENCE

### Technical Engineer – Power Tool Sales, 02/2025 - Present

- **AIMA Construction Pvt. Ltd.**, Male', Maldives

As a Technical Sales Engineer and Construction Solutions Provider in the Maldives, I offer expert guidance and high-performance solutions to clients in the construction and resorts projects. I specialize in DeWalt, Stanley, Black & Decker and Hikoki. I help businesses achieve maximum productivity with tailored solutions.

- Construction Solutions: Provide customized technical solutions for construction and resorts projects, focusing on power tools, hand tools and accessories.
- Product Expertise: Offer in-depth knowledge of DeWalt, Stanley, Black & Decker and Hikoki power tools for efficient project execution.
- Sales & Technical Support: Assist in selecting the right products, ensuring proper application and seamless integration into projects.
- Troubleshooting & Optimization: Resolve technical issues and optimize machinery and systems for peak performance.
- Training & Demonstrations: Conduct product demos and training sessions to ensure safe and effective use of equipment. Build strong customer relationships, delivering tailored solutions and enhancing loyalty.
- Focused on delivering innovative, reliable, and cost-effective solutions, I help clients overcome challenges and achieve successful project outcomes with top-tier construction technology.

**Assistant Manager - International Sales, 06/2024 - 10/2024**

▪ **Advanced Bolting Solutions Pvt. Ltd.,** Navi Mumbai

- Drive growth and operational excellence in the bolting solutions sector, achieving significant sales growth.
- Lead market expansion initiatives, enhancing company presence and market share.
- Oversee nationwide sales operations and optimize distribution channels for efficiency.
- Provide technical expertise on bolts, nuts, studs, and torque tools, ensuring client satisfaction.
- Mentor a high-performing sales team to meet business objectives and foster accountability.
- Ensure compliance with industry standards and regulations, maintaining quality and safety.
- Build strong customer relationships, delivering tailored solutions and enhancing loyalty.

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**Business Development Executive – International Sales, 12/2023 - 05/2024**

▪ **TRITORC EQUIPMENTS PVT LTD,** Thane

- Cultivated strong relationships with clients across various sectors, including heat exchangers, condensers, and boilers, in markets such as India, Europe, UAE, Kuwait, Qatar, Oman, and KSA.
- Coordinated with the production team to ensure timely delivery of tube tools, exceeding customer expectations, and meeting tight deadlines.
- Collaborated with business development, design, and marketing teams to identify new sales opportunities and enhance product offerings.
- Achieved and surpassed sales targets by implementing effective sales strategies and engaging with clients to understand their needs.
- Provided exceptional customer service and support, resulting in increased customer satisfaction and repeat business.

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**Project Manager, 01/2023 - 12/2023**

▪ **ELECTRONICS DEVICES WORLDWIDE PVT. LTD.,** Andheri, Mumbai

- Developed and managed daily timeline reports to meet customer requirements for SPM (Special Purpose Machine) production.
- Analysed manufacturing workflows and BOM (Bill of Materials) items from vendors to ensure adherence to production timelines.
- Planned, organised, and directed daily operations to optimise efficiency in the production process.

- Prepared and implemented action plans for machine assembly, effectively utilising manpower resources.
- Troubleshoot production issues and devised actionable strategies to enhance productivity rates of SPM machines.
- Co-ordinated with sales, purchasing, welding, and design teams to accelerate workflows and improve machine dispatch times.

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#### Senior Project Engineer, 11/2019 - 12/2022

- **FORBES MARSHALL PVT. LTD.**, Mumbai

- Conduct comprehensive energy audits and prepare detailed summary reports to identify conservation opportunities.
- Monitor and sustain steam traps, enhancing system efficiency, and reducing operational costs.
- Manage site operations for multiple projects, ensuring seamless execution and adherence to timelines.
- Build and maintain strong customer relationships to address energy management needs and deliver effective solutions.
- Perform site studies to assess energy conservation potential and optimize process systems.
- Oversee the management of nine units within the lube refinery, ensuring compliance with safety and efficiency standards.
- Implement energy conservation initiatives focused on steam engineering and process optimisation.

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#### SKILLS

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| <ul style="list-style-type: none"> <li>• <b>Technical Expertise:</b> In-depth knowledge of engineering principles and product solutions.</li> <li>• <b>Project Management:</b> Proficient in project planning, risk management, and problem-solving.</li> <li>• <b>Sales Acumen:</b> Strong sales strategy development and negotiation skills.</li> <li>• <b>Customer Relationship Management:</b> Ability to build and maintain client relationships.</li> </ul> | <ul style="list-style-type: none"> <li>• <b>Communication:</b> Excellent verbal and written communication skills.</li> <li>• <b>Team Collaboration:</b> Effective in working with cross-functional teams.</li> <li>• <b>Organizational Skills:</b> Strong time management and attention to detail.</li> <li>• <b>Software Proficiency:</b> Familiar with project management tools (e.g., MS Project) and CRM systems (e.g., Salesforce).</li> </ul> |
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#### ACCOMPLISHMENTS

- Root Cause Analysis on failure of steam traps in LR UAT - Appreciation from H.P.C.L Mumbai Refinery
- Appreciated with certificate by B.P.C.L Mumbai Refinery for handling Steam Traps Management and System
- Prepared PROJECT COMPLETION CERTIFICATE of steam traps management and got it approved by B.P.C.L Mumbai Refinery
- MSCIT-Maharashtra State Certificate in Information Technology
- Yashwantrao Chawan University Certificate in Information Technology

PERSONAL  
INFORMATION

- Father's Name: Mohammad Atique Ansari
- Date of birth: 12/22/97
- Nationality: Indian
- Marital status: Married
- Religion: Muslim

DISCLAIMER

I do hereby declare that all information's are true, correct to the best of my knowledge and belief, I hope you will consider my C.V.'s favorable and call me for an Interview with the delegate and prove my worthiness and capabilities. I shall be ever grateful to you at all time.

EDUCATION

- Bharat College of Engineering**, Badlapur, MH, 2019  
**Bachelor of Engineering: Mechanical Engineering**
- Overall CGPI : 6.39
  - Board : Mumbai University

- A.I.Abdul Razzak Kalsekar Polytechnic**, Panvel, MH, 01/2016  
**Diploma of Higher Education: Mechanical Engineering**
- Percentage: 73.01
  - Board: Maharashtra State Board of Technical Education

- 01/2013  
**S.S.C**
- Percentage: 74.55
  - Board: Maharashtra State Board

LANGUAGES

English:	C1	Hindi:	B1
Advanced	Intermediate	Marathi:	A2
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Elementary			

CERTIFICATIONS

- Sales Operations - Certified by Linked-In
- Certificate of Appreciation by BPCL Mumbai Refinery
- Certificate of Appreciation by HPCL Mumbai Refinery

HOBBIES AND INTERESTS

- Cricket
- Singing
- Online gaming

PROJECTS

- ▣ Special Purpose Machine for Welding Companies
- Executed Projects of Steam Traps Installation in Oil & Gas sectors