

MOHAMMED FEROUZ

Sales Engineer (HVAC Division) Trading & Contracting

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PROFILE SUMMARY

Energetic Sales Engineer with over 6 + years of experience in HVAC sales in driving sales, executing modernization projects, and supporting digital transformation. Sales experience in Insulation, HVAC Accessories, and Duct Manufacturing sales, including Gulf experience. Proven ability in technical sales, client relationship management, and market development. Proven track record of exceeding sales targets, building lasting client relationships, and coordinating with multinational stakeholders. Consistently delivered double digit growth in multiple new aftermarket verticals. Holds a valid Qatar driving license.

Core Competencies

- Sales Target Ownership, Forecasting, Backlog Analysis.
 - HVAC Spare Parts & Retrofit Solutions
 - Customer Development & Proposal Follow-up
 - SLA Negotiation & Contract Management
 - Cross-Functional Collaboration (Finance, Logistics, HQ)
 - Performance Analysis & Key Account Growth
 - Sales & Business Development (HVAC & Insulation)
 - Technical Documentation & Proposal Preparation
 - Client Relationship & Negotiation
 - HVAC Design Calculations (HAP, McQuay)
 - MS Office & CAD Drafting
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EMPLOYMENT HISTORY

Sales Engineer – HVAC Division

Qatar International Electrical Company, Doha, Qatar

June 2022 – Present

- Identify and develop relationships with potential clients to promote the company's HVAC products, services, insulation materials, and accessories.
- Generate leads, follow up on inquiries, and maintain a prospective client to meet monthly sales targets.
- Prepare BOQs, quotations, technical submittals, and proposals in line with tender drawings, specifications, and consultant requirements.
- Conduct site visits to assess system/insulation needs, provide suitable technical recommendations, and support clients with installation methods and product specifications.
- Negotiate terms, pricing, and agreements with clients to ensure profitability, competitiveness, and customer satisfaction.
- Collaborate with engineering, procurement, suppliers, warehouse, and installation teams to ensure seamless execution and timely material delivery.
- Provide consultants, contractors, and project managers with product-specific support, technical selections, and equipment schedules.
- Stay updated on HVAC and insulation technologies, competitor products, pricing, and market trends to maintain competitiveness.

- Build and maintain long-term client relationships, ensuring repeat business, referrals, and continuous client satisfaction.
 - Prepare sales reports, forecasts, and market feedback for management review.
 - Promote company products through presentations, marketing materials, and participation in industry events and exhibitions.
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Sales Engineer (HVAC /Duct Manufacturing Division)

Arabian Duct Factory, Doha, Qatar

June 2017 – March 2021

Key Responsibilities:

- Identify and pursue new clients (contractors, consultants, MEP companies).
 - Generate enquiries, follow up, and convert leads into sales.
 - Achieve monthly and annual sales targets.
 - Study project drawings, BOQs, and specifications to prepare accurate duct quotations.
 - Provide technical clarifications to consultants and contractors regarding duct systems (GI, PI, pre-insulated, etc.).
 - Suggest the best ducting solutions in line with project requirements.
 - Build and maintain strong relationships with consultants, contractors, and procurement teams.
 - Conduct site visits and meetings to support ongoing projects.
 - Handle client objections, negotiate terms, and ensure customer satisfaction.
 - Prepare quotations, submittals, and compliance statements for tenders.
 - Coordinate with the estimation/production team for pricing and lead times.
 - Ensure competitive and accurate pricing aligned with company strategy.
 - Follow up on approvals, LPOs, and project progress.
 - Coordinate with production to ensure timely manufacturing and delivery of ducts.
 - Support logistics for on-time supply to site.
 - Monitor market trends, upcoming projects, and competitor activities.
 - Provide feedback to management for strategy improvement.
 - Maintain sales pipeline, forecast reports, and client database.
 - Submit regular updates on sales performance and market feedback to management.
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Trainee Engineer

TAJ - The Gateway Hotel, Hinjawadi, India

July 2016 – March 2017

Key Responsibilities:

- Assisted in the operation and maintenance of HVAC, boiler, and refrigeration systems.
 - Supported preventive maintenance programs and ensured compliance with safety standards.
 - Coordinated with hotel departments for technical support and guest room readiness.
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PDI In-Charge

V3 Hyundai (Stockyard), India

Key Responsibilities:

- Managed stockyard vehicle arrangement and transfers.
 - Handled pre-delivery inspections (PDI) and coordinated vehicle deliveries.
 - Maintained stock control and monitored fuel transactions.
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EDUCATION

- **B.E. in Mechanical Engineering**
Vinayaka Missions University (2013 – 2016)
 - **Diploma in Mechanical Engineering**
Aalim Muhammed Salegh Polytechnic College (2010 – 2013)
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PERSONAL TRAITS

- Highly motivated and eager to learn new skills
 - Strong leadership and interpersonal abilities
 - Excellent problem-solving and analytical thinking
 - Effective communication and presentation skills
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PERSONAL DETAILS

Nationality – Indian

DOB - 23.12.1992

Gender – Male

Marital Status – Married

Valid QID

Valid Qatar driving license