

FOUZUDEEN BAQIR ALI
No.1B/F08/U06, Mihindusenapura Mawatha,
Colombo – 09, Sri Lanka.
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About me..

Experienced Mechanical Engineering professional with over 13 years of progressive experience in the automotive and renewable energy sectors. Proven expertise in service operations, spare parts management, and solar energy solutions. Successfully managed service networks across the North, East, and North Central Provinces of Sri Lanka during tenures at TVS Lanka and Suzuki Motors Lanka, building strong relationships with regional dealers.

Holds a BSc in Mechanical Engineering, along with a Diploma and National Certificate in Automobile Technology. Currently working as a Senior Sales Engineer at Macksons Power & Energy (Pvt) Limited a member of Macksons Holdings, where I have successfully executed solar projects exceeding 3.12MW. Recognized for leadership, technical knowledge, and a commitment to driving sustainable energy solutions.

I have a strong passion for Engineering Technical Sales, as it perfectly combines my technical knowledge with my interest in customer engagement and solution-based selling. I truly enjoy understanding client needs and offering tailored technical solutions that create value.

Working Experience

Company : Lanka Ashok Leyland

Designation : Trainee Mechanic

Period : 12th September 2010 to 12th April 2011

Responsible

- Job Card Making
- Follow the instructions given to you by your supervisor
- Perform basic repairs under the guidance of a mechanic
- Perform routine maintenance tasks like oil changes
- Put together vehicle maintenance records and documentation

Company : TVS Lanka (PVT) Ltd

Designation : Field Executive – Service and Spare Parts

Period : 15th June 2011 to 30th June 2016

Responsible

- Try to increasing Dealer Network
- Handling warranties
- Undertake all customer support tasks in external facilities
- Operate efficiently to conclude all repair, maintenance and test activities
- Perform troubleshooting and strive to resolve issues
- Produce frequent and analytical service reports
- Operate vehicle in a safely manner
- Adhere to company's given rules and regulations
- Team up with colleagues and pass on important information
- Discern customer needs and offer advice or recommendations
- Formulate relationships of trust with customers
- Achieving Spare Parts Target

Company : Suzuki Motors Lanka (PVT) Ltd

Designation : Field Supervisor – Service and Spare Parts

Period : 11th July 2016 to 30th October 2018

Responsible

- Try to increasing Dealer Network
- Handling warranties
- Undertake all customer support tasks in external facilities
- Operate efficiently to conclude all repair, maintenance and test activities
- Perform troubleshooting and strive to resolve issues
- Produce frequent and analytical service reports
- Operate vehicle in a safely manner
- Adhere to company's given rules and regulations
- Team up with colleagues and pass on important information
- Discern customer needs and offer advice or recommendations
- Formulate relationships of trust with customers
- Achieving Spare Parts Target

Company : Impress Marketing Services

Designation : Assistant Manager

Period : 05th November 2018 to 25th October 2019

Responsible

- Keep in touch with customers, technicians, and team members
- Understand workflow and processes of the daily tasks,
- Making calls to Executives and Manage
- Looking up and ordering parts
- Helping customers with quotes
- Maintain the Stocks

Company : Macksons Holdings (PVT)Ltd

Designation : Senior Sales Engineer

Period : Since 05th November 2019 up to now

Responsible

- Identify and engage with potential customers through various means, including cold calling, referrals, networking, and attending industry events
- Develop and maintain a database of leads and effectively prioritize them for sales outreach
- Educate customers on the advantages of solar energy, including cost savings, environmental benefits, and available incentives or rebates
- Explain the solar installation process, system components, and financing options to potential customers
- Visit customers' locations to evaluate their energy needs, roof suitability, and sun exposure to determine the optimal solar system size and design
- Collaborate with design and engineering teams to create personalized solar energy proposals based on site assessments and customer preferences
- Present proposals to customers, address their questions and concerns, and negotiate terms to secure contracts
- Work closely with the sales team to achieve individual and team sales targets, sharing insights and best practices to enhance overall sales effectiveness
- Assist customers in completing necessary paperwork and contracts for solar system installation
- Build and maintain strong relationships with customers by providing exceptional customer service throughout the sales process and addressing any post-sale inquiries or concerns

PERSONAL DATA

Name with initials : - **F.BAQIR ALI**

Address : - 1B/F08/U06, Mihindusenapura Mawatha, Colombo 09,
Sri Lanka.

E-mail : - **baqir.fouz@gmail.com**

Date of Birth : - **02nd of April 1991**

School Attended : - **Muslim Madhya Maha Vidyalaya (National school)
Sammanthurai.**

Contact No : - **+94 77 602 1717**

National ID No : - **910933388V**

Driving License No :- **B368060**

Passport No : - **N10407228**

Gender : - **Male**

Civil Status : - **Married**

Nationality : - **Sri Lankan Muslim**

Educational Qualification

- Completed G.C.E.(Ordinary Level) in December 2007. Index No: 7458550
- Completed G.C.E.(Advance Level) in August 2010. Index No: 641604

Professional Qualification

01. Completed a training course on Auto Mobile Engineering NVQ Level 3 – Vocational Training Centre – Karaitivu.
02. Completed Diploma in Sales and Marketing – Eastern Institute of Business & Technology - Dehiwela.
03. Certificate in Computer Graphic Design – Asian Computer (pvt) Limited – Wattala
04. National Certificate in Technology (Mechanical Engineering - Automobile Technology) at Technical Collage Sammanthurai.
05. Completed Diploma in Mechanical Engineering (NVQ Level 5) at Technical Collage Sammanthurai.
06. Completed BSc Mechanical Engineering at Central Alliance University UAC

Language Skill

LANGUAGE	SPEAKING	READING	WRITING
English	Good	Good	Good
Tamil	Very Good	Very Good	Very Good
Sinhala	Good	Good	

Key Skills

- Excellent communication skills with Good command in Tamil,Sinhala and English
- Positive approach to clients behaviors

Extra Curricular Activities

- Participation in inter school sports competitions and Chemistry Quiz at Muslim Madhya Maha Vidyalaya (National school) Sammanthurai.
- Participation in Divisional level sports meet in Javelin Throw, Discuss throw and triple jump
- Participation in District Schools Game competition in foot ball

Non Relate Referees

Mr. Geethal Anthony
Chief Executive Officer
TVS Lanka (pvt) Ltd
geethal.a@tvslanka.lk

Mr. Dinesh Darmaratne
Chief Executive Officer
Suzuki Motors Lanka Ltd
dineshd@softlogic.lk

Mr. Mihiran Opatha
General Manager
Macksons Paints Lanka (pvt) Ltd
gm@multilac.lk

Mr.PathumJayawardane
Senior Sales Manger
Ceedecs Lanka Holdings (pvt) Ltd
pathum@harithaweli.lk

Signature

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Baqir Ali Fouzudeen