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Objective

To obtain position of MEP Estimation in an esteemed organization where my engineering, organizational & Leadership skills can be utilized to the maximum.

Professional Experience

Name of Employer: UCC Holding,
Energy, Concessions and Construction
Lusail, Doha

About the Employer: It is a Qatari- based worldwide construction firm with over 30 years of experience in everything from motorways and bridges to Luxury residential and Hotel projects.

Date of Joining: 22 / 10 / 2023 to till date

Designation: Mechanical Engineer – Estimation

Duties & Responsibilities

1. Tender and Bid Preparation
 - a. Review tender documents, project drawings and specifications to determine the scope of work.
 - b. Identify and Quantity MEP system (HVAC, Electrical, Plumbing, Fire Fighting).
 - c. Prepare detailed cost estimates for MEP works based on designs and specifications.
2. Quantity Take-offs
 - a. Conduct accurate quantity take – offs from drawings using manual methods or digital tools (e.g., AutoCAD)
 - b. Prepare Bills of Quantities (BOQs) and cost summaries.
3. Cost Analysis
 - a. Analyze labor, material, and equipment costs.
 - b. Determine indirect costs, overheads, and profit margins.
 - c. Prepare cost comparison and value engineering studies.
4. Supplier & Subcontractor Coordination
 - a. Liaise with suppliers and subcontractors to get competitive quotations.

- b. Evaluate and analyze received quotations for cost-effectiveness and compliance with specs.
- 5. Technical Review and Clarifications
 - a. Coordinate with consultants and clients for technical clarifications.
 - b. Attend pre-tender meetings and site visits when required.
- 6. Documentation and Reporting
 - a. Prepare and submit final tender documents with deadline.
 - b. Maintain estimation records, databases, and unit rates.
 - c. Create post – Tender analysis reports and participate in handover to the execution team.
- 7. Budgeting and Cost Control Support
 - a. Support project managers during the execution phase with cost control and budgeting.
 - b. Update cost estimates based on design changes or variation orders.
- 8. Software Proficiency
 - a. Use estimation software (e.g., AutoCAD, Revit, MS Excel)
 - b. Maintain databases of historical cost data and standard rates.
- 9. Compliance and Standards
 - a. Ensure all estimation comply with local and international codes and standards (ASHRAE, NEC, NFPA, etc.)
 - b. Follow safety and Quality standards in design considerations.

Projects Handled

- 1. Lusail Island – It is a part of the ambitious Lusail City development in Qatar, is a premier waterfront destination blending Luxury living with modern amenities. Situated just north of Doha, Lusail Island offers a serene yet vibrant environment, making it one of the most sought-after locales in the region.
Scope: Design & Build
BUA: 850,000 m (sq)
Location: Sumaisma, Qatar
- 2. Hamad International Airport Taxiway – It is a world -class aviation hub renowned for its exceptional facilities, Luxury services, and sustainability.
Scope: Airport Expansion (Taxiway & Stand Development)
BUA: 1,470,000 m (sq)
Location: Hamad International Airport, Doha, Qatar

Previous Company

Name of Employer: ARCHODS ENTERPRISES

Construction and Engineering Division,

Hyderabad, India

About the Employer: It is a contracting company with in-house consulting Division and works in commercial, housing, healthcare, and hospitality sectors.

Date of Joining: 7/9/ 2022to 16/ 10/ 20223.

Designation : Mechanical Engineer – Estimation.

Technical Skills

1. MEP Estimation & Tendering
2. Quantity Take-off
3. BOP Preparation
4. Value Engineering
5. AutoCAD, Revit MEP
6. MS Excel

Previous Company

Name of Employer: Fortune Global Organization

Hyderabad, India

About the Employer: The Fortune Global is Fortune magazine's premier annual ranking of the World's largest companies by total revenue. It provides a snapshot of corporate scale, economic power, and industry shifts globally

Date of Joining : 7/ 7 / 20217 to 24 / 8 / 2022

Designation: Sales Executive

Duties and Responsibilities

A Sales Executive is responsible for driving sales growth, building customer relationships, and achieving business revenue targets. Their role involves identifying potential customers, promoting products or services, and close sales deals.

Key Roles of Sales Executive

- Business Development – identify and approach new potential customers and business opportunities.

- Client Relationships Management – Build and maintain strong relationships with existing customers to ensure repeat business.
- Product / Service Promotion – Present, promote, and explain the benefits of products or service to customers.
- Sales Target Achievement – Meet or exceed monthly, quarterly, and annual sales targets.
- Market Research – Analyze competitors, market trends, and customer preferences to develop effective sales strategies.
- Negotiation & Closing Deals – Negotiate prices, terms, and contracts to finalize sales agreements.
- Reporting and Documentation – Prepare sales reports, maintain CRM data , and provide feedback to management.
- After – Sales Support – Ensure customer satisfaction, handle complaints, and provide after – sales service if required.
- Team Collaboration – Work closely with marketing, customer service, and operations teams to achieve business goals.
- Brand Represent – Act as the face of the company, representing its values and products professionally

B.E Mechanical Engineering

Muffakham Jah College of Engineering, Osmania University, Hyderabad

Graduated 2013 – 2017