



MUHAMMAD RAFI

SENIOR SALES / MARKETING / BUSINESS
DEVELOPMENT ENGINEER

Address: P.O.Box:10161, Doha-Qatar

Phone: +974 6694 1540

Phone: +974 3108 0202

Email: rafi.vprc@gmail.com

Results-driven Sales Engineer with 20+ years of GCC experience in marine, offshore, and shipyard sectors in Qatar and the Middle East. Proven ability to generate revenue through technical solution selling, ship repair services, and marine equipment for major industry players including Nakilat, Qatar Shipyard, QatarEnergy, QatarEnergy LNG, North Oil Company, Qatar Shell, and GDI and leading EPC contractors. Skilled in business development, client relationship management, and closing high-value technical sales opportunities. Strong knowledge of Qatar's maritime ecosystem and vessel operators with an established network across shipyards, offshore operators and oil & gas companies. Experienced in managing the full sales cycle—from lead generation and technical proposal development to quotation coordination, contract negotiation, and deal closure. Native-level Arabic speaker with a strong technical background in Mechanical Engineering

CORE COMPETENCIES:-

- Marine & Shipyard Sales
- Technical Solution Selling
- Technical Proposal and Tender Management
- Offshore Equipment & Technical Products
- Client Relationship & Key Account Management
- Market Intelligence & Competitor Pricing Analysis
- GCC Marine Industry Networking
- Business Development & Market Expansion
- Ship Repair & Maintenance Solutions
- Proposal Preparation & Tender Coordination
- Competitive Market Analysis
- Contract Negotiation & Deal Closure
- Microsoft Office, Power Point & Oracle Applications {EPICOR/SAP/ERP}
- Sales Pipeline & Forecast Management & Customer Segmentation

KEY INDUSTRY RELATIONSHIPS:-

QatarEnergy, QatarEnergy LNG, North Oil Company, Qatar Shell, Nakilat, Qatar Shipyard, Gulf Drilling International, McDermott, Saipem, MSC, Maersk, CMA-CGM, Hapag Lloyd & Major EPC Contractors & Government Entities

PROFESSIONAL EXPERIENCE

Sales/BD Engineer – Gulf Energy Technology & Projects (GETP), Qatar - 2024–Present

Conduct frequent technical presentations and site visits to major process industries, plants, and shipyards (Nakilat, Qatar Shipyard, Mwani, and Q Terminals) to understand customer needs and provide customized engineering solutions

Develop and manage business opportunities within Qatar shipyard, marine, and offshore sectors.

Leverage strategic relationships with Nakilat, Qatar Shipyard, Mwani, Q Terminals, GDI and EPC contractors to secure enquiries and promote engineering solutions.

Drive sales of IRM Offshore and Marine Engineers, fendering systems and offshore products by providing technical recommendations and customized solutions.

Manage the full sales cycle by obtaining inquiries and coordinating with engineering and estimation teams to ensure the timely submission of competitive Techno-Commercial proposals and formal bidding documents

Managed sales and marketing activities to re-establish the brand presence of BASF-Chemetall inspection and coating solutions and FUJIFILM NDT products within the Qatar oil & gas and marine markets

Manage sales and marketing activities for FUJIFILM Non-Destructive Testing products targeting shipyards, oil & gas companies and inspection firms.

Manage the end-to-end enquiry process, coordinating with estimation departments to ensure timely submission of technical proposals and formal bidding documents

Proactively identify and develop new business opportunities within the Qatar shipyard, marine, and offshore sectors to drive revenue and increase market share

Ensure all business development activities and site visits are performed in strict accordance with company HSE policies and applicable Qatar maritime regulations

Hold full accountability for yearly sales targets and assigned portfolio KPIs, utilizing Oracle Applications to record and report sales data in compliance with company procedures

Sales Engineer – Allied Oilfields & Industrial Supplies, Qatar

2022 – 2024

Expanded the market presence of ORAPI industrial chemicals across Qatar’s manufacturing, hospitality and industrial sectors.

Conducted technical presentations and product demonstrations for industrial clients and distributors.

Successfully negotiate contracts and close high-value deals, converting technical inquiries into consistent sales revenue for the organization

Developed new business opportunities and increased market penetration through strategic client engagement.

Monitor regional industry developments and competitor pricing to provide strategic advice to management, ensuring superior market positioning for assigned products

Prepared proposals, coordinated quotations and negotiated contracts to close sales successfully.

Sales / Procurement Engineer – Manar Marine Services, Qatar 2018 – 2022

Developed and implemented sales strategies for marine supplies and ship service solutions.

Generated enquiries from shipping lines and ship operators calling Qatar ports.

Prepared sales forecasts, tracked performance and reported pipeline status to management.

Coordinated with operations teams to ensure successful delivery of products and services to vessels and shipyards.

Administration & Operations Manager – Abna Al Qalafco Trading, Oman 2016 – 2018

Managed procurement, logistics and operational processes while optimizing supply chain efficiency and vendor management.

Operations / Sales Executive – Phix Marine Services, Ajman – UAE 2014 – 2016

Generated marine service business from ship owners, port operators and shipping companies across UAE ports.

Sedres Maritime – Saudi Arabia 1997 – 2014 -- Branch Manager / Ship Chandling Manager / Sales Coordinator

Led branch operations, business development and marine supply operations across Jubail, Dammam and Jeddah ports.

Acting as a technical advisor to top management on sales pipelines and training needs while maintaining high-level relationships with vessel owners and international agencies

EDUCATION:-

Mechanical Engineering – Kerala University

Bachelor Degree in Physical Science – Mangalore University

Diploma in Computer Applications {Microsoft Office / Power point / Oracle}

LANGUAGES:-

English {Fluent}, Arabic {Fluent}, Hindi {Fluent}, Malayalam {Native}, Tamil {Fluent}

ADDITIONAL INFORMATIONS:-

Nationality : Indian
Passport Number : Y2831592
Date of Expiry : 20 / 07 / 2034
QDL Expiry : 08 / 02 / 2030
Qatar Visa Status : Employment Visa, Transferrable with NOC

I sincerely declare that all of the above mentioned particulars in this resume are accurate to the best of my knowledge

10th March 2026

Doha – Qatar

MUHAMMAD RAFI