

Sheharyar Ameen

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Objective:

Project & Product Estimation and B2B Sale, 7+ Years Experience of Project Management and Product Sales of Water, Waste Water and Oil & Gas System in different private sectors and currently seeking a challenging position in an industry/service sector, Where I can apply Practical & Theoretical knowledge along with managerial skills to serve in the best possible way.

Education:

| Sr. No. | Description | Duration | Board / Institute |
|---------|---|-----------|--------------------------|
| 1 | BSC Engineering (Mechanical engineering) | 2009-2013 | The University of Lahore |
| 2 | FSC (Pre-Engineering) | 2007-2009 | B.I.S.E. Lahore |
| 3 | Matric | 2005-2007 | B.I.S.E. Lahore |

Experience:

| KSB Pumps Company Limited | |
|---|----------------------------------|
| *Nov 2016 – Continue | |
| Oct 2018 - Continue | Sale Application Engineer |
| <u>Responsibilities:</u> ★ Provide input to manager for projection for the next year receive the set target and create the detailed action plan for achieving sales numbers. ★ Work towards achievement of defined business targets: Order intake, sales, recoveries. ★ Create monthly sales projections, action plans and list of customers to focus on. ★ Follow up with the customers in line with the agreed payment schedules for ensuring timely collection. ★ Liaise with consultants / contractors to identify new business opportunities in market in the sector allocated to the incumbent. ★ Receive customer queries, discuss customer's needs, analyses potential for conversion to order/sales, prepare the quote (financial & Technical), negotiate within defined authority levels, finalize and sign off the contract. ★ Meet existing clients to explore on-going / replacement needs. ★ Discuss customer schedule requirements with the planning / materials / imports to plan the delivery schedules. ★ Send Order information/Acceptance of order (AO) to internal departments and customer. Plan the delivery schedule with planning department, track for critical orders. ★ Coordinate between customers, planning and services for installation of pump. ★ Establish and maintain contacts with key customers, competitors, local vendors to track market dynamics & collect competitor activities. ★ Analyze sales trend and review business with head exports. | |
| Nov 2016 - Oct 2018 | Project Engineer |
| <u>Responsibilities:</u> ★ Technical evaluation of tender for making RFQ. ★ Site visit at bidding phase for review of the design and layout of the project. ★ Technical evaluation of quotations of equipment for finalize and offer the equipment at bidding phase. ★ Responsible for Technical Proposal making and submission. ★ Responsible of Mechanical engineering/design of the project. ★ Meeting with client and consultant for finalization of design and equipment used in project. ★ Meeting with subcontractor for negotiation. ★ Technical evaluation of the budgetary equipment at procurement phase. ★ Technical submittal making and submission. ★ Answer the questionnaire issue from consultant/client against the submittal. ★ Responsible for drawing making and approval from consultant/client. ★ Attend meetings with consultant/client for approval of submittal before | |

procurement of equipment. ★ Site coordination/visit during the execution phase to check and verify the installation according to final approval. ★Responsible for the material purchasing and procurement according to need and approved technical submittal.

Diyan Hassan International Trading and Contracting (Pvt.) Limited

April 2016 - Nov 2016

Estimation and Proposal Engineer

Responsibilities:

★BOQ (Bill of quantities) making for the material estimation, costing, manufacturing and procurement of material for the project. ★Costing, Budgeting, Project & Production planning and scheduling of the project. ★Make flexibility reports to check and control the cost of the project. ★Preparation and submission of the Bid/Proposal/Quotation after costing of the project. ★Responsible for Technical and Commercial Proposal making and submission. ★Erection, Installation, execution and commissioning according to the design at site of the project. ★Responsible for the material purchasing and procurement. ★Technically evaluate the instruments, accessories, fittings and equipment used in the project. ★Responsible for hiring sub-contractors and vendors ★Preparation and clearance of the bills of Vendors and Sub-Contractors. ★Interaction with the client for discussion about the technical, commercial and other matters of project.

Middle East Automation & Control Services

April 2015 - April 2016

Project Engineer

Responsibilities:

★Estimate the capacity and selection of the plant and equipment used in the project. ★Designing and Drafting of the part or product by the suitable calculation. ★BOQ (Bill of quantities) making for the material estimation, costing, manufacturing and procurement of material for the project. ★Costing, Budgeting, Project & Production planning and scheduling of the project. ★Make flexibility reports to check and control the capacity and the cost of the project. ★Preparation and submission of the Bid/Proposal/Quotation after costing of the project. ★Making layout and P&IDs of the plant or the project. ★Installation and execution according to the design at site of the project. ★Erection and commissioning of the project. ★Quality control and quality assurance of the work. ★Responsible for the material purchasing and procurement. ★Preparation and clearance of the bills of Vendors and Contractors. ★Interaction with the customer for clearance of the payment and discussion for the project.

Prime Engineering Works & Re-Rolling Mills.

Sep 2013 – April 2015

PP & C Engineer

Responsibilities:

★Searching and finding suitable Projects or Tenders. ★Designing and Drafting of the part or product by the suitable calculation. ★BOQ (Bill of quantities) OR BOM (Bill of Material) making for the manufacturing of the project. ★Costing, Budgeting, Production planning and scheduling of the project by the coordination with the other departments. ★Preparation and submission of the Bid or Proposal after costing of the project. ★Prepare the cutting sheet plan and arrange the required material of suitable sizes and dimensions to minimize the wastage of material and control of the cost of the project. ★Production Planning and control of Re-Rolling mill and Production by the interaction of fabrication and manufacturing in charges. ★Preparation and submission daily production report of Re-rolling Mill. ★Interaction with other departments e.g. Fabrication, Quality Control and Maintenance ETC. to manage whole production system. ★Check and balance the material in the manufacturing area and store to inventory control. ★Preparation and clearance of the bills of Vendors and Contractors. ★Interaction with the customer for clearance of the payment and discussion for the project.

Projects:

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|--|---|
| KSB Pumps Company Limited. | <ul style="list-style-type: none">★ Pumps Sales (Export Sales): Deep Well Turbine + Tubular Casing Pumps + Spares sales B2B sale after reviewing RFQ and Technical sale service of pump.★ EPC Projects: Design, Installation, Estimation, Proposal Making, Layout, Engineering/Design of Water Pumping Project & Waste Water Treatment Projects of different capacity. |
| Diyan Hassan International Trading and Contracting (Pvt.) Limited | ★ EPC Projects: Estimation, Costing, Quotation/Proposal Making, Tendering, Planning & Execution of EPC Projects of Oil & Gas and Industrial Sector. ASME & API Storage Tanks, Piping, Platform and different Steel Structures. |
| Middle East Automation & Control Services | ★ LPG & SNG: Design, Installation, Estimation, Costing, Quotation/Proposal Making, Layout, Planning & Execution of LPG & SNG system of different capacity. |
| Prime Engineering Works & Re-Rolling Mills | ★ Fabrication and Re-Rolling: Design, Estimation, Costing, Layout & Planning ETC. Water and Fuel (LPG, Diesel Petrol) Bowzers & Storage tanks using ASME Standards. Transformer Bodies & Steel Structures, Overhead Cranes, Railway Tracks, Steel Sleepers & Fasteners |

Membership:

★ **PAKISTAN ENGINEERING COUNCIL** membership. Registration number is **MECH/27786**.

Computer Skills:

★SAP.★Microsoft Excel.★ Microsoft Outlook. ★Microsoft Power point.★Microsoft word. ★Microsoft Project.★Primavera P6.★Windows XP/7/8.★Auto Cad.★Master Cam★Pipe Data★Plate & Sheet

Other Skills:

★Pump Sale (Technical Evaluation and Techno-commercial Quotation for Water and Waste Water System).
★Planning & Management (Project Planning & Production Planning). ★Business Development. (Tendering & Proposal/Quotation) ★Estimation (Cost Estimation & Material Estimation).★Quality Control & Quality Assurance.★Quantity Survey. ★Inventory Control and Inventory Management. ★EPC project of Water and waste Water. ★Turn key solution of LPG and SNG system ★Designing of Storage tanks & Bowzer by ASME Section VIII Div I & API 650 & NMFA 58.★Designing of Cranes and other Structural members by suitable calculations. ★Inspection by calibration and other test. ★Technical Writing (Proposal Writing, Tender Documents, Project / Production Report Making ETC.).★Layout Preparation.

Hobbies:

★Book Reading. ★Watching Movies/Dramas. ★ Playing Games. ★Learning Online Lessons. ★ Bike Riding.

Languages: (Fluent in written and oral communication)

★English. ★Urdu. ★Punjabi.

Reference:

(References will be furnish on request)