

Abdulaziz Shahid Sarang

Cell. Phone: (+966) 556308060

Email: abdulaziz.s.sarang@gmail.com

PROFESSIONAL PROFILE

Seeking to join a leading organization where I can enhance my expertise through training while contributing to its continued success with my knowledge and dedication.

EDUCATION

BSc Chemical Engineering

2012 – 2018

King Fahd University of Petroleum and Minerals (KFUPM)

WORK EXPERIENCE

D'HONDT Thermal Solutions

February 2025 - Present

Service Sales Manager

- Develop and maintain strong relationships with clients in the Oil & Gas, petrochemical, power, mining, and heavy industries.
- Promote and sell service solutions related to Air Cooled heat Exchangers, emphasizing cost-effective and energy-efficient cooling solutions.
- Provide expert guidance on air cooler configurations, including forced draft, induced draft, and winterization options to meet client-specific requirements.
- Offer tailored after-sales services, including maintenance, upgrades, and system optimizations to ensure long-term efficiency.
- Identify customer needs, analyze market trends, and develop strategic sales approaches to drive revenue growth.
- Collaborate with engineering and service teams to ensure seamless project execution and customer satisfaction.

Water and Environment Technology Company (WETICO) December 2024- January 2025

Key Account Manager – Chemicals

- Drive sales growth by identifying new opportunities and leveraging in-depth knowledge of water treatment chemicals to propose tailored solutions.
- Advise clients on the application of specialty chemicals for water treatment processes, optimizing system performance and ensuring compliance with industry standards.
- Collaborate with clients to forecast their chemical needs, align with budgets, and support operational objectives.
- Regularly achieve and exceed sales targets, securing key contracts and expanding market share.
- Partner with internal teams, including logistics, technical support, and R&D, to deliver seamless service and innovative chemical solutions.

- Stay updated on industry trends and competitive activities to adjust strategies and maintain a competitive edge.

Air Products Abdullah Hashim Gases

October 2022- November 2024

Sales Account Manager

- Grew existing IPG customer portfolio through strategic development and relationship management.
- Expanded key accounts under his responsibility, resulting in a 15% sales revenue increase over two years.
- Successfully sourced and signed new prospects, exceeding annual IPG targets and aligning with company strategy.
- Managed regional pricing while adhering to delegated authority.
- Championed packaged gas value-added offers, promoting solutions like Welding-Mix and Food-Mix.
- Collaborated with the sales manager to develop sales that maximized profitability across both IPG and bulk sectors.
- Actively monitored customer credit and ensured efficient cash collection.
- Optimized asset rotation for improved efficiency.
- Provided support for Etimad Portal bids.
- Built strong client relationships, achieving a 10% increase in client retention rate through successful contract renewals.
- Proactively mitigated risks by identifying and addressing potential client issues, leading to a 20% reduction in escalations.

Air Liquide

January 2022- September 2022

Sales Account Manager

- Developing existing Governmental business portfolio of customers.
- Finding and signing new prospects in line with our NEOS ambition and annual target.
- Implementing the price list applicable in his region, within his delegation of authority.
- Contributing to the development of the Traded Gasses key accounts in the central region.
- Participating in the development of Traded Gasses business lines national wise.
- Working in close collaboration with the sales manager to develop profitable sales.
- Actively contributing to customer credit monitoring and cash collection.
- Actively contributing to asset rotation optimization.

Hamad M. Al Rugaib & Sons Trading Co. Ltd.

April 2018 – December 2021

Sales Manager

- Addressed customer issues to ensure quick and successful resolution.
- Improved efficiency by training staff on best practices and protocol.
- Scheduled and led weekly store meetings to discuss sales, performance and customer service benchmarks.

Linde SIGAS

July 2017 – September 2017

- Chemical Engineer (Intern)

- Knowledge about Industrial gasses and specialty gas mixtures.
- Knowledge about the application of gasses in various industries.
- Hands on training and experience in below.
 - Analysis of gas mixtures by using Agilent Hi speed RGA Equipment.
 - Analysis of gas mixtures by using Agilent GC-Methanizer.
 - Analysis of gas mixtures by using NOx Analyzer.
 - Analysis of gas mixtures by using Servomex Oxygen Analyzer.

SKILLS

- Sales monitoring
- Orienting and training
- Strong problem solver
- Dedicated team player
- Meeting planning
- Excellent communication skills in Arabic and English
- Able to work with international groups
- Excellent in Microsoft Office
- Marketing and Business development
- Project management
- Proficiency in using CRM software and other tools to track client information, analyze data, and develop strategic account plans.
- Strong communication skills, with the ability to build and maintain relationships with clients and colleagues.

CONFERENCES & COURSES

- Project Management: Currently pursuing PMP certification (2024) to enhance project leadership skills.
- Sustainability: Completed "Corporate Sustainability" training (June 2021), demonstrating commitment to environmental responsibility.
- Customer Centricity: Attended "Understanding Customer Needs" workshop (Feb 2020), highlighting focus on client satisfaction.
- Business Acumen: Completed courses in "Fundamentals of Management" (Feb 2020), "Retail Management" (Feb 2020), and "Financial Management for Engineers & Scientists" (April 2017), showcasing well-rounded business knowledge.
- Sales Expertise: Participated in "Professional Selling" training (Feb 2020), demonstrating a commitment to honing sales skills.
- Industry Engagement: Actively participated in relevant industry events, including the 4th Middle East Process Engineering Conference (MEPEC) and the 2nd Middle East Process Safety Conference & Exhibition (October 2017).
- Technical Skills: Possess a strong foundation in English, electronics, and mechanics through the Technical Promising Program (July 2009).