

**Name: Ahsan Ali**

**Location: Eastern Region KSA**

### **PROFILE**

I believe that my experience and educational background and commitment to serving your organization, qualifies me well for a position in your company. I have the ability to exercise initiative and work either in team environment or independently. I believe that with these recognized skills I will not be just another employee, but an asset to your organization.

#### **Objective:**

Seeking a challenging position where my qualification and experience would be most useful in dynamic and challenging environment offering opportunities for diverse exposures and enhancement of professional skill and career growth.

#### **PERSONAL TRAITS**

- Ability to adapt to different environments and systems.
- Excellent inter-personal and communications skills
- Reliable and dependable in meeting objectives.
- A good team player with patience and diplomatic skills.
- Have appreciable knowledge of IT application in business.
- Can work easily under pressure without compromising efficiency.
- Adaptable and flexible; well-organized planner and scheduler.
- Punctual & result oriented.
- Keen sense of willing to learn.

### **CAREER**

**April 2025 – Present                    METCO Venus chemical (BECHEM) Saudi Arabia  
Position:                                 Senior Technical Sales Manager KSA (O&G, Power, Mining)**

During my job, I've provided different services to our clients, mainly mentioned as follow:

- Sales Strategy & Business Development.
- Key Account & Customer Relationship Management
- Build and maintain Strong relationships with major clients, distributors, and industry stakeholders.
- Team Leadership & Sales Performance
- Set KPI, monitor performance, and provide coaching for continuous improvement
- Market & Product Expertise
- Maintain in-depth knowledge of the company chemical product portfolio and applications.
- Reporting & Forecasting
- Prepare sales forecast, budget, and reports for GM.
- Track metrics (revenue, growth, customer acquisition) using CRM tools.

**April 2020 ----- Present**           **Shell Lubricant oil, (JOSLOC) Saudi Arabia**  
**Position:**                                   **(Key Account Manager Power, Cement & mining Sector)**

During my job, I've provided different services to our clients, mainly mentioned as follow:

- Designed and implemented sales plans, identified sale possibilities and consistently met the sales Target as planned.
- Build and maintain effective relationship with key and potential clients, interacting with business partners and provide expert knowledge and support to ensure operational excellence and standard application of operating standards
- Carry out margin analysis for all B2B customers by SKU and report to GM on a monthly basis.
- Foster strong relationship with potential customers, partners in Power, Mining and Cement
- Develop the business in Mining sector which is key target in Shell lubricant.
- Monitor key accounts performance trends and determine appropriate actions to address any issues to optimize the business and deliver best-in-class customer service and compliance to credit policy
- Key player in budgeting and sales volume planning, tracking and reporting, compile relevant reports for management use
- Work with other departments like marketing to monitor and analyse date to seek new opportunity
- Lube oil analysis as needed on plant site support with mobile Lab.
- Provide Technical training to the plant technical staff related to lubricant issues.
- Develop Personal relationship with the Customers. Carry out Technical Evaluation with the shell technical team on site.
- Perform Audit in Power plants, Cement and mining related to lube and technical issues with the shell technical team
- Builds contacts with customers, identifies and influences decision makers / opinion leaders
- Forecast S&OP with the supply chain management.
- Develop the business plan in Mining sector and generate the product portfolio with the help of global team of Shell.
- Understand the customer need and provide him the best solution.
- Develop sales budgets for assigned customers in the sales pipeline.

**Jun 2013 – 2020 April**                           **Diversey (Suez) Saudi Arabia**  
**Position:**   **Water Treatment Specialist KSA (Riyadh)**

During my job, I've provided different services to our clients, mainly mentioned as follow:

- To Analysis, monitor and ensure the quality of HRSG Water, Feed Water, HP and LP super-heated steam, and Condensate water quality.
- To monitor and ensure and report the accuracy of on line sampling analyser related to chemical used in plant site.
- Prepare the complete business case and technical detail and design for WWTP with joint venture of CUSS Germany.
- Win the complete chemical project of WWTP of Middle East biggest poultry side Watania Poultry.
- Identify key decision maker in assigned customers and cultivate relationship
- Provide Chemical safe handling, food safety, sanitation advice, education and basic water & waste water treatment training to the key customers.
- Perform chemical analysis of water and waste water treatment on the project site as required.

- Preparing Lab reagents and calibrate the lab equipment like colorimeter, Spectrophotometer, TDS, pH meter and other lab equipment which is using in the lab.
- Builds contacts with customers, identifies and influences decision makers / opinion leaders.
- Provide technical support to district engineering teams with emphasis on providing technical presentation and demonstration to potential clients.
- Conducting water analysis test runs at Boilers, Chiller, cooling towers, ETP, R.O plants, tract Treatment and other units to check actual performance of chemicals.
- Visit different Waste Water treatments plants to monitor and troubleshoot operational problems.
- Identifying problems related to Waste water and Water treatment finding appropriate solutions for smooth & trouble free operation of plants.
- Carry out Technical and chemical Evaluation of Waste water treatment plant.
- Perform the Water Analysis to the customer related plants.
- Finding best suited chemical & its dosing rates using for boiler, cooling water, and condensate treatment reverse osmosis.
- Perform pilot test run of coagulant and flocculants to achieve the desire ppm which give the best result in the plant site.
- Design and commissioning of the new R.O Plants and water filtration system
- Report any issues related to HSSE or QHSE.
- Provide Training of QHSE or HSSE on site of Customer as per requirement
- Provide Training of Safe Handling Chemical storage to the Customer
- Forecast S&OP with the supply chain management.
- Trouble shooting of waste Water, R.O plants, Chiller, Boiler & CT chemically and mechanically.
- Survey the waste water systems unit, Boiler, CT, Chiller & Heat exchanger and make reports
- Prepare monthly S&OP and share it with our supply chain to avoid any shortage of the chemical and spare part stock on site.
- Prepare SOP for chemical cleaning of Boiler, CT, RO and Heat exchanger.

**Jan 2012 – May 2013                    AL-RAYA WATER TREATMENT FACTORY, Jeddah  
Position:                                      Technical Service Engineer**

During my job, I've provided different services to our clients, mainly mentioned as follow:

- Conducting test runs at boilers, cooling towers, R.O plants and other units to check actual performance of chemicals.
- Visit different oil plants to monitor and troubleshoot operational problems.
- Identifying problems related to water treatment and finding appropriate solutions for smooth & trouble free operation of plants.
- Develop Personal relationship with Customers. Carry out Technical Evaluation of water treatment chemicals for Proposal for specified system
- Regent preparation for testing.
- Finding best suited chemical & its dosing rates using soft ware's for boiler, cooling water, condensate treatment and reverse osmosis.
- commissioning of the new R.O Plants and water filtration system
- Trouble shooting of R.O plants
- Sales activities of different areas like Boilers, Cooling Towers, Chiller, Potable water Waste Water Treatment and Reverse Osmosis.
- Survey the water systems and make proposals

**Jan 2009 – Oct 2011 RADIANT CHEMICAL PRIVATE LIMITED, Karachi, Pakistan**  
**Position: Technical Service Engineer**

During my job, I've provided different services to our clients, mainly mentioned as follow:

- Conducting test runs at boilers, cooling towers, R.O plants and other units to check actual performance of chemicals.
- Conducting test analysis related to Waste water treatment plant.
- Visit different plants to monitor and troubleshoot operational problems.
- Preparing Lab reagents and calibrate the lab equipment like colorimeter, Spectrophotometer, TDS, pH meter and other lab equipment which is using in the lab.
- Identifying problems related to water treatment and finding appropriate solutions for smooth & trouble free operation of plants.
- Develop Personal relationship with Customers. Carry out Technical Evaluation of water treatment chemicals for Proposal for specified system
- Reagent preparation for testing.
- Finding best suited chemical & its dosing rates using soft ware's for boiler, cooling water, condensate treatment and reverse osmosis.
- commissioning of the new R.O Plants and water filtration system
- Trouble shooting of R.O plants
- Sales activities of different areas like Boilers, Cooling Towers, Chiller, Potable water Waste Water Treatment and Reverse Osmosis.
- Survey the water systems and make proposal.

**EDUCATION**

2009 – 2010                      University of Karachi, Pakistan  
    Masters in Applied Chemistry and Chemical Technology  
    Specialization in Petroleum Technology and lube oil processing  
    Grade / Division: 1<sup>st</sup>

2006 – 2009                      University of Karachi, Pakistan  
    Bachelors in Applied Chemistry and Chemical Technology

**PROFESSIONAL TRAINING AND DEVELOPMENT**

- Register in Saudi Engineering Council as a chemist
- Attained Miller Heiman professional selling skills training in 2019 (Diversey Dubai)
- Attained Defensive Driving Training course (DDT)
- Attained HSSE and QHSE training
- Attained Sales Force CRM Training in 2019.
- Attained Business Global meeting in Diversey Head office in Amsterdam.
- Value Leadership Activation Sales training from Diversey) 2017
- Attained Beverage, Water Treatment, Dairy CIP, Track Treatment and Bottle washing Training which is held on Morocco Diversy Mar 2017.
- HABC Level 3 Award in Food Safety Supervision for Manufacturing (QCF) from High Field Awarding body
- Achieved ISO 9000 / 2008 Quality Management System Certification in Sept. 2011
- 6 week internship in Pak Hy Oil lube pvt Ltd
- Final Year Project: Research and Testing of Lubricating Oil according to ASTM (American System Testing Material)

**IT SKILLS**

- Knowledge of SAP and Ariba System
- Sale force and CRM
- Windows (XP, Win7,Win10)
- MS Office (Excel, Power point, Word)

**PERSONAL INFORMATION**

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