



SUNNY ABDULLAH

Logistics Supply Chain & Project Management Professional

Logistics & project management for Linde with +11 Years of experience in deliver & customer engineering operations. Travelled and Worked for Linde in all over the country & overseas in past years, managed +150 direct & undirect employees and business of +2.5 billion/Year. At Linde learned the safety, operations management & handling process for hazardous gases used for industrial & medical purposes. +7 Years worked with Linde's DELIVER & Transport safety team, implemented lean & six sigma at deliver operations. +4 Years worked as CMES project lead, installed & commissioned +100 oxygen, nitrogen, argon & CO2 customer units. Recently assigned with Linde's healthcare business sales & marketing to enhance Linde's portfolio in Bangladesh Medical Gases & Engineering Market.

CONTACT



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Nur Monjil, House:
8/A/5, Road: 14 (New),
Dhanmondi, Dhaka

PERSONAL INFORMATION

Father: S.M Samsuzzaman

Mother: Salma Zaman

Wife: Dr. Jinat Sultana

Kids: Zawaad Abrar
Adnan Zaheen

Date of Birth: 23 Oct 1985

Birth Place: Naogaon

Nationality: Bangladeshi

Religion: Islam (sunni)

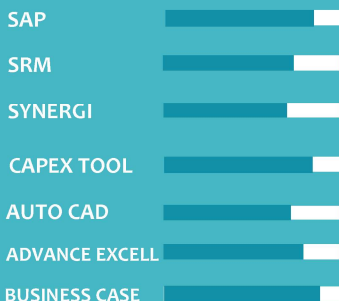
Present Address: Nur

Monjil, House: No 8/A/5,
Road: 14 (New),
Dhanmondi, Dhaka

Permanent Address:

Holding No 1157, Per
Naogaon Puraton
Kharhati, Naogaon

PROFICIENCY



EDUCATION

2004-2008	Bachelor of Science in Mechanical Engineering (B.Sc) Rajshahi University of Engineering & Technology
2001-2003	Higher Secondary School Certificate (H.S.C) Rajshahi Cadet College
1999-2001	Secondary School Certificate (S.S.C) Rajshahi Cadet College

WORK EXPERIENCE

Associate General Manager, Sales & Marketing-Healthcare

Linde Bangladesh Limited

02/2022 to Present

Tejgaon, Dhaka

Task/KPI's

- **LEAD** healthcare sales team and support them with technical training, strategies, new opportunities, engineering technology & product availability.
- **ACHIEVE** yearly sales target, YoY Sales Growth, planned operating profit followed by OPM
- **PERIODIC BUSINESS REVIEW** by S&OP meeting, Monthly Sales Team meeting, Debtors MIS Call, BRM with South Asia Senior Management.
- **DEBTORS COLLECTION & AR** (actual receivable) Management. **Maintain TWC** by monitoring saleable equipment stock.
- **PREPARE** business case for new products, projects & investment.
- **PREPARE** Technical & Financial proposal for MGPS Projects & LIQUID SUPPLY Contracts.
- **SUPPORT** to Engineering, Safety & Quality team for product & process specific approvals from DGDA, DOE & DGHS.
- **SUPPORT** to South Asia Marketing & Productivity Team for Regional BU Performance improvement.

Manager, Customer & Medical Engineering Services

Linde Bangladesh Limited

07/2018 to 01/2022

Tejgaon, Dhaka

Task/KPI's

- **LEAD CMES TEAM** & support them with approved technical methodology, specifications and equipment sources (in house & overseas) for driving projects.
- **APPROVE** proposed site layout & details upon review with customer & internal stakeholders with reference to pressure vessel rules 1995 safety distance guideline.
- **REVIEW** floor plan, foundation design, site layout & DOE layouts with project engineer.
- **COMPLY** with Pressure Vessel Rules 1995 of Department of Explosives (DOE) for site layout & design. ENSURE storage license from DOE for Liquid supply installations.
- **PREPARE** specification (service requirement details) for RFQ & RFA.
- **DEVELOP** alternate source of supplies and services. In house development of overseas **PANELS & REGULATION** systems. **SUPPORT** country productivity team with cost savings.
- **CONTRACTOR MANAGEMENT**. Ensure contract compliance, validity, pricing & training of contracted staffs.
- **ASSET MANAGEMENT**. Recover hidden assets from inactive customers, new equipment purchase & scrap assets sales.
- **MAINTENANCE** cost & number of **MAINTENANCE** service call reduction. Lead Safe & E Book Report open issues closure.
- **ENGINEERING AUDIT & CAR** management. Ensure **LiMSS-32 compliance** for supply & service contractors.
- **SAFETY KPI'S**: ZERO incident, RCI, FPE & ME. Incident reporting & investigation. Review monthly safety KPI's, incident reports and contractor safety performance.

CERTIFICATION

SIX SIGMA-YELLOW BELT

LEAD AUDITOR-RSE
(TRANSPORT FOCUS)

SIX SIGMA-GREEN BELT

SKILL & INTEREST

DESIGN INSTALL
COMMISSION-O₂ N₂ AR
CO₂ SUPPLY SYSTEM

MEDICAL GAS PIPELINE
SYSTEM

LOGISTICS &
DISTRIBUTION

TRANSPORT SAFETY

CONTRACTOR
MANAGEMENT

PROJECT MANAGEMENT

PROCESS DEVELOPMENT

PRODUCTIVITY & COST
SAVINGS

AWARD & RECOGNITION

Country Excellence Award
from Linde Bangladesh
Limited on...

2022: MEDICAL OXYGEN
BOOTH at KMCH

2022: TECHNICAL SUPPORT
to GOVT. & PVT. HOSPITAL
during COVID OUTBREAK

2020: 3 LMO Installation in 3
DAY'S

2019: TYRE Curing (by HP N₂)
Project at Hasan Rubber
Industries

2016: Performance
Excellence Award

2016: Thriving Through
Diversity Award-ASU
Product Trunking

2016: SPOT Recognition for
Driver Reward Scheme

2014: Empowering People

Manager, Deliver-BULK & PGP

Linde Bangladesh Limited

01/2016 to 06/2018

Tejgaon, Dhaka

Task/KPI's

- **MANAGE DELIVER OPERATIONS.** Lead & Support frontline distribution team with approved product source, logistics, transporter, on job training & guidelines.
- **COMPLY with LINDE's** Transport Safety & DELIVER operation standards (Global).
- **COMPLY** with Bangladesh Drug Rules and country Food Safety Standards for medical oxygen (hospital) and beverage grade CO₂ supplies (Coca Cola, Transcom, PRAN & AML).
- **REVIEW & MONITOR** Cost/Ton, Cost/Km, Kg/Km status for BULK and Nominal/Km for Cylinder deliver operations. **SUPPORT** country productivity team with cost savings initiatives.
- **MAINTENANCE** cost & number of breakdown **MAINTENANCE** service call reduction by OEM garage. Lead Safe & E Book Report open issues closure.
- **PLANNING & SCHEDULING TEAM** management & coordination with NSC (National Scheduling Centre) India.
- **SAFETY KPI'S:** ZERO incident, RCI, FPE & ME. Incident reporting & investigation. Review monthly safety KPI's, incident reports and contractor safety performance.
- **TRANSPORT AUDIT & CAR** management. Performed transport safety & deliver operations audit at overseas (Thailand, Srilanka, India) & in country Linde plants as Lead Auditor.

Distribution & CES Officer

Linde Bangladesh Limited

06/2011 to 12/2015

Dhaka & Chittagong

Task/KPI's (CES Officer)

- **ON SITE** Installation & commissioning & maintenance works. Lead installation & maintenance team during the activities at customer site.
- **HAZARD & RISK ASSESSMENT** for an onsite job & issue **PTW** to the installation or maintenance team for any non-routine jobs.
- **SPARES MANAGEMNT.** Control material & spares issue from central stores, monitor SAP VS Actual status. Execute SAP PM for Linde customer sites.
- **SAFETY KPI'S:** Incident reporting, customer training, Preventive & Corrective maintenance of Linde assets, participate in SDG, Take-5 & PWI's.

Task/KPI's (Distribution Officer)

- **ON SITE SURPRISE CHECKS** of PRE-& POST TRIP vehicle inspection reports.
- **PREPARE** product supply schedule for BULK & Cylinder customers. Upload the schedule at NSC India for Trip creation.
- **INVOICE/STO** management for delivered customers and daily/monthly reconciliation of SUPPLY VS ACT RECEIVE quantity of Liquid products & cylinder transfers.
- **HAZARD & RISK ASSESSMENT** for vehicle maintenance job & issue **PTW** for any non-routine jobs. Do engage with driver & helper training on DDT, Product handling & product knowledge.
- **SPARES MANAGEMNT.** Control material & spares issue from central stores, monitor SAP VS Actual status. Execute SAP PM for all Linde vehicles.
- **SAFETY KPI'S:** Incident reporting, driver training, Preventive & Corrective maintenance of Linde vehicles, participate in SDG, Take-5 & PWI's.

Production Officer

Aftab Automobiles Limited (Furniture Unit), Navana Group

Navana Furniture Ltd

10/2008 to 05/2011

Savar, Dhaka

Task/KPI's

- **PRODUCTION PLANNING & MONITORING** at Lamination Board, Wood & MDF Section.
- **PREPARING CUTTING PLAN, BOQ & Material Requisition** for batch production.
- **OPERATRE** CNC CUTTING MACHINE for complex designs. Develop CAD-CAM files and execute at CNC machine.
- **SUPPORT** product development & design team for development of new products and samples.

TRAINING & WORKSHOP

2021: PMP EXAM
Preparation Course from
PMASPIRE.COM

2020: Developing First Time
Managers by FUTURE
LEADERS

2019: Workshop on Coaching
& Mentoring by FUTURE
LEADERS

2017: Transport Manager
License from Linde SA

2016: Transport Manager
Reboot by Linde SA

2015: Transport Focus Lead
Auditor Training at Thailand
by Linde Group

2014: Training on 6σ GREEN
BELT

2013: Training on 6σ YELLOW
BELT

2012: Training on Basic First
Aid by Bangladesh Red
Crescent Society

DECLARATION

I hereby declare that the stated particulars of facts and information are true, correct and complete to the best of my belief and knowledge

SUNNY ABDULLAH

PROJECTS & ACCOMPLISHMENTS

PROJECT DESCRIPTION: GOLD (GLOBAL OPTIMAL LIQUID DISTRIBUTION)

YEAR: 2012-13 **ROLE:** Project Team Member **DEP:** Distribution & CES **ORG:** LINDE
KEY DELIVERABLES: Centralization of Linde Group's Liquid product distribution & management system. Single platform for country, regional & global performance overview.

PROJECT DESCRIPTION: ROLLER BRAKE TESTER INSTALLATION & COMMISSIONING

YEAR: 2014-15 **ROLE:** Project Team Lead **DEP:** Distribution & CES **ORG:** LINDE
KEY DELIVERABLES: First of its kind in Bangladesh. Implemented at Linde's Rupganj plant. Brake testing technology is essentially used to test the effectiveness of Linde's commercial & passenger vehicle brake systems. Enhance Transport Safety compliance & journey towards ZERO accident.

PROJECT DESCRIPTION: IMPLEMENTATION OF IN CAB CAMERA (ICC) & VTS CENTRE

YEAR: 2014-15 **ROLE:** Project Team Member **DEP:** Distribution & CES **ORG:** LINDE
KEY DELIVERABLES: ICC installation at Linde commercial vehicle & passenger car. Remote monitoring of all Linde vehicles to control over speeding on road followed by driver & helper debriefing (by their driving video) to improve driving behavior. Transport Safety Initiative.

PROJECT DESCRIPTION: FLEET CONTROL ROOM & DISPATCHING WING

YEAR: 2016-17 **ROLE:** Project Team Lead **DEP:** Deliver **ORG:** LINDE
KEY DELIVERABLES: Connect, control, monitor and optimize Linde fleet quickly from a unified interface. Able to optimize Linde fleets quickly and easily with fleet data management software (ASTRATA). Minimizes risk, increase productivity and efficiency, enforce policies, and ensure the safety of vehicle operators and passengers

PROJECT DESCRIPTION: WELL HEAD UNDERBALANCING USING N₂ PRESSURE DISPLACEMENT

YEAR: 2018-21 **ROLE:** Project Team Lead **CUSTOMER:** Chevron, BAPEX, BGFCL
KEY DELIVERABLES: Underbalanced drilling, or UBD, is a procedure used to drill gas wells where the pressure in the wellbore is kept lower than the static pressure of the formation being drilled. Ensure supply of High pressure N₂ (approx. 4000 psi) inside the wellhead to create the underbalance.

PROJECT DESCRIPTION: TYRE CURING PROJECT (TYRE MANUFACTURING PROCESS)

YEAR: 2018-21 **ROLE:** Project Team Lead **CUSTOMER:** Hasan Rubber Industries Pvt Ltd
KEY DELIVERABLES: Nitrogen-steam curing processes use low-pressure nitrogen or steam to inflate the bladder and shape the tire after it's placed in the mold. Design, Installation & commissioning of high pressure N₂ (30 bar) supply system with PRS at different pressure stages. Brand: ZEISS Tyre.

PROJECT DESCRIPTION: MEDICAL OXYGEN BOOTH FOR COVID PATIENTS

YEAR: 2021 **ROLE:** Project Team Lead **CUSTOMER:** Khulna Medical College
KEY DELIVERABLES: Supports medical oxygen supply as like as patient bed. Installed and commissioned at entry gate of COVID WING to facilitate incoming patients with immediate O₂ supply for breathing during the time required to get admission at the hospital beds.

PROJECT DESCRIPTION: MGPS (MEDICAL GAS PIPELINE SYSTEM) PROJECTS AT HOSPITAL

YEAR: 2018-2022 **ROLE:** Project Team Lead **CUSTOMER:** Combined Military Hospital
KEY DELIVERABLES: Design, Floor Plan, Layout, BOQ, Installation & Commissioning of medical gas pipeline & equipment's (Vacuum Plant, Mair Plant, manifolds & control panels) at different military and private hospitals around the country.

PROJECT DESCRIPTION: BENAPOLE DE-BULKING STATION for O₂ CRISIS MITIGATION

YEAR: 2021-2022 **ROLE:** Project Team Lead **CUSTOMER:** Linde Bangladesh Limited
KEY DELIVERABLES: From post COVID strategic point of view, a de-bulking station planned with in Benapole port bonded warehouse area. Purpose is to import and store Liquid Medical Oxygen at the border area to support government & private hospitals around the region. Land survey, digital survey & mouja map creation, contract with land owner, design & construction of de-bulking station with the approval & support from Local & overseas government & Linde stakeholders. Total Area: 19,300 Sq. ft (inclusive of Security, Transformer, power distribution room, utilities & cryogenic equipment's) with a storage capacity of 1.5 Lac Ltr Liquid Oxygen at any moment of time. Inaugurated on 19 April 2022.

PROJECT DESCRIPTION: NATIONAL GENE BANK (ANIMAL & HUMAN CELLS)

YEAR: 2021-2022 (ongoing) **ROLE:** Project Team Lead **CUS:** National Institute of Biotechnology
KEY DELIVERABLES: Design, installation & commissioning of the GENE bank laboratory for N₂ application @ atm pressure and cryogenic temperature to support GENE preservation and testing.