

Ehraz Irfan

B.E. (Electrical & Electronics Engineer)

Driving License: Valid Oman/UAE /Indian License Holder
Muscat, Oman.

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**Career objective**

A dynamic and energetic individual who is polished and professional in both appearance, Personal interaction, and all communications. Seeking a position to utilize my skills and abilities in an organization that offers professional growth while being resourceful, Innovative and flexible. Possessing superb communication skills, simplifying and communicating complex concepts to a non-technical audience

Educational Qualification

- Bachelor of Engineering (Electrical & Electronics)- 2012 from Visvesvaraya technological University, Bangalore, Karnataka, India.
- Pre-University (Science) – 2008 from St. Aloysius PU College, Mangalore, Karnataka
- Secondary Education (SSLC) - 2006 from Town Mahila Samaj, Chikmagalur , Karnataka, India

Work Experience

1. November 2018 to Present: Al Tasnim Enterprises LLC, Muscat Oman.

Designation: Sales & Estimation Engineer

- Working on project sales for various Tenders, Inhouse and External projects from the various reputed clients like **ROYAL OMAN POLICE, Royal Court Affairs, Ministry of Defense, Ministry of Health, Petroleum Development, Oman** and various Government entities and various consultants and contractors in Oman region.

- Worked as authorized distributors for Civil & Building Materials includes Grohe (Sanitaryware & fixtures), Franke (Stainless steel accessories & fittings)- Switzerland, Ideal Standard (Sanitary ware & fixtures)- Germany, Nofer (Stainless steel bathroom accessories) – Spain, Presto (Vandal proof accessories) – France, RAK Ceramics (Sanitaryware)- UAE, and many international Brands.
- Worked for Prestigious projects in Oman includes Royal Opera House- Muscat, Sultan Qaboos Grand Mosque, Al Mouj Residential Villas – Muscat, RAS AL HAMRA Residential PDO project etc...
- Searching for new clients and vendors who could benefit for our company in designated region and travelling to visit potential clients.
- Presenting technical presentations on our products and meeting with client requirements and bringing the enquiries from the clients
- Study/Review of Enquiry documents, scope of works, drawings, BOQ, Specifications, Client requirements.
- Prepare & send RFQ's for client's requirements to all our Authorized & approved Vendor list to request for Quotations.
- Submitting Prequalification documents of our products to our clients and listing our Brands in their supplier lists.
- Preparing commercial and technical quotations as per client's requirements.
- Follow up of given quotations.
- Estimating and establishing cost parameters and budgets for purchases.
- Dealing quickly and efficiently with client's enquiries solving their technical queries and assisting on technical support.
- Submitting Material Approvals submittal (MAS) for products approval for the concerned projects.
- Maintaining strong business relationships with our suppliers and as well as with our clients.
- Negotiating with suppliers on lead time, cost and quality.
- Secure orders and Co-Ordinating with C&F team for the delivery of materials.
- Performing Inspection of the materials delivered by visiting personally to our client's project sites.
- Maintain accurate records of purchases and pricing.
- Create and maintain good relationships with vendors/suppliers.
- Making professional decisions in a fast-paced environment.
- Updating reports for the activities done to our reporting Manager

II. **Oct 2017 to Oct 2018: Tehamah Trading Establishment, Abu Dhabi, UAE.****Designation –: Technical Sales Engineer.**

- Working on TENDER RFQ for project sales from the various reputed clients like **ADSSC , ADNOC, ADWEA, Abu Dhabi Municipality, DM, DEWA** and various **consultants and contractors from UAE and GCC regions.**
- Worked as authorized distributors for M/s Pronal France, M/s Romacon Holland, M/s Kelley- USA, M/s Sigma- Czech Republic for Inflatable Air stoppers, Pipe repair clamps and couplings, Dock levelers and various centrifugal pumps in UAE and GCC regions.
- Preparing Technical Quotations, Commercial Invoices, Delivery notes for prospective clients and Purchase Orders for our registered suppliers.
- Following up on the customer enquiries and meeting Project Engineers, Consultants to solve their queries and to know about their requirements and delivering technical presentations of suitable products or services.
- Maintaining strong business relationships with our suppliers and as well as with our clients.
- Negotiating with suppliers on lead time, cost and quality.
- Secure orders and arrange delivery to their site locations.
- Performing Inspection of the materials delivered by visiting personally to our clients project sites.
- Experience in suppliers registration process in ADSSC, ADNOC, ADWEA, ADDC online portals.
- Plan and modify products by discussing with our principle technical teams to meet customer needs.
- Help clients solve problems with installed equipment.
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.
- Help in researching and developing new products.
- Build a strong network of client-base and scout for new clients.
- Convince clients about the quality, price and after sales service.
- Provide pre-sales and after sales technical assistance to clients.

III. July 2015 to August 2017: Flora Engineering and Services LLC, Al Ain , UAE

Designation - June 2015 to Oct 2017: Project Sales Engineer

- Played key role in procuring high-quality and cost-efficient supplies for our organization.
 - Meeting with Engineers and buyers to meet their demands.
 - Physically performing site inspections and visiting to our project sites personally to inspect on quality of the products.
 - Estimating and establishing cost parameters and budgets for purchases.
 - Maintain accurate records of purchases and pricing.
 - Create and maintain good relationships with vendors/suppliers.
 - Making professional decisions in a fast-paced environment.
 - Maintain records of purchases, pricing and other important data.
 - Review and analyze all vendors/suppliers, supply and price options.
 - Negotiate the best deal for pricing and supply contracts.
 - Ensure that the products and supplies are of high quality.
 - Create and maintain inventory of all incoming and current supplies.
 - Maintain and update list of suppliers and their qualifications, delivery times, and potential future development.
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IV. October 2014 to July 2015: Anaum International Electronics LLC, Abu Dhabi, UAE.

Designation: Sales and Calibration Engineer

- An (ISO 9001-2015 Certified Company), Supplier of Test & Measuring Products.
- Dealt with Testing & Measuring Products from International industry leading suppliers such as Additel, Extech, FLIR, Fluke, IET Lab, MadgeTech, Meriam, Kestrel, Rigol, Phase II, Scarlet, Siglent and many more.
- Handled reputed clients from Oil and Gas companies (GASCO, ADNOC group of companies), Electrical companies (DEWA, ADDC) and various consultants companies in UAE and GCC regions.
- Build a strong network of client-base and scout for new clients.
- Helped customers according to their requirements and gave them good and quality service.

- Persuaded clients that a product or service best satisfies their needs in terms of quality, price and delivery.
 - Technical knowledge on ISO 17025 primary intrinsic calibration standards.
 - Performed troubleshooting, maintenance and repair of precision equipment.
 - Identified and corrected measurement errors as required.
 - Performed and validated calibration reports and certificates.
 - Worked with latest calibration equipment's and followed standards to achieve precision in measurement
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V. August 2012 to September 2014: Asian Fab Tec Limited, Bangalore, India.

Designation: Electrical Site Engineer

- Worked as an Electrical Site Engineer in electrical transmission and distribution projects
- Maintained good professional relationships with suppliers and Clients.
- Evaluated and resolved all project technical problems.
- Tested system for discrepancies in construction projects and objectives.
- Ensured project completion within budget and on schedule.
- Tested all products for correct installation and operation.
- Maintenance and troubleshooting of transmission electrical components.
- To ensure that all electrical works are carried out in accordance with the project Specifications and Standards.
- Arrange of work permits, manpower for installation of electrical works.
- Issue inspection request to quality department after completion of Installation of electrical works.
- Consulting and helping other team members in resolution of complex problems related to production support and new development and testing.
- Monitoring daily activities and verifying that it complies with the project specification.
- Preparing daily documentation of the work progress.

Academic Project profile:**Project: *Hybrid power generation from solar panel and Speed Breakers with automatic Toll Collection using RF-ID*****Project Description:**

- Automatic vehicle toll collection and gate operation using RF-ID based identification from the power generated by solar panels and speed breaker.
- Solar cells and gear drives, from which the power is generated and transferred to the battery for operating automatic toll gate system.
- The vehicle toll collection is done by manual and automatic processes. Using Radio Frequency Identification (RF-ID).

Technical Skills

- Working knowledge in DIALUX software, AutoCAD.
- Successfully completed Electrical Design in MEP techniques and AutoCAD Training.
- Successfully completed Level 1 ITC Thermography Training by Flir systems, Dubai.
- Certified training (6months) in Automation and Control systems, SCADA (Ellipse) and PLC (Siemens, Allen Bradley, Mitsubishi and Messung) Pune, India
- Proficient computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel).

Skill Summary

- Leadership qualities
- Self-Confident, Goal-oriented & organized team player.
- Energetic personality and Hardworking nature.
- Ability to work independently and under pressure.
- Patient and flexible to work in any working conditions.
- Excellent verbal and written communication skills.

- Ability to multitask, prioritize, and manage time efficiently.
- Comprehensive problem-solving abilities and a good listener.

Personal information

- Name : Ehraaz Irfan
- Father's Name : Mr. Mohammad Irfan
- Date of Birth : 3rd August, 1990
- Gender : Male
- Nationality : Indian
- Religion : Islam
- Language Known : English, Hindi , Arabic , Kannada & Urdu
- Marital Status : Married
- Passport no : K3819319
- UAE Driving License : License No 2442292
- Oman Driving License : License No 115945978

Declaration:-

I have been consistent in my Career Objectives. My Experience of Studies and my past work has experience has given me the confidence to adapt myself to rapidly changing technology to complete the assignments on time.

I declare that the information given above is true to the best of my knowledge.

Yours Sincerely,

Ehraaz Irfan