



ABDUL SAMAD

Senior Technical Advisor MENA

Competent & result oriented Automotive Refinish professional with an experience of more than 14+ Years across Automotive Refinish Deft in ensuring that surface preparation, curing and weather condition, comply with relevant standard including TS requirements for body shop; proven ability to conceptualize and re-model processes in compliance to the specified standards, also experienced in preparing Check list, Inspection & Testing Reports and other documents.



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National Paints, Sharjah



Abdul Samad

AREAS OF EXPERTISE

Technical Product Briefing

Product Assistance to R&D

Product Demonstration

Deliver Training & Seminar

Product Comparison Analysis

Providing Expert & Technical Information

Application & Technical Product Training

Spray Painting tools

Business Development

Cost Controller

Sales and Branding

Supervision & Leadership

WORK EXPERIENCE

NATIONAL PAINTS FACTORIES CO. LTD

08/2017 - Present

- Supervise on-site, assessment, inspection and reporting on painting activities to ensure that painting jobs are carried out according to specification and procedures.
- Cost estimation, quotation, negotiation & order finalisation.
- Establish contacts and develop relationships with Construction / Contracting / firms in order to develop business.
- Maintained market share of products and business development by analyzing and cross checking competitors' activity.
- Actively involved in the new product launches, business assessment and development.
- Preparation of technical reports.
- Create and update Technical Data Sheet and Material in coordination with marketing and R&D.
- Conduct relevant seminars about product demonstrations to Clients/Consultants/ projects/ applicators.
- Analyze competitors' products and market painting trends.



TRICHY TRADING Co. L.L.C (Leading Automotive Paint Trading Company)

08/2016 - 08/2017

- Technical training to customers for spectrophotometer by presentations, & practical
- Continuous surveys in fields i.e. Complaint Handling, Trouble shooting, Colour Jobs handling, Painting related, end user satisfaction etc.
- Coordination with garages, distributors, Shopkeepers and business development related jobs.
- New Colour samples preparation for client's demands.
- Correction and modification of new automotive colours formulation.
- Calibration of Laboratory Instruments /Equipment in order to ensure maximum efficacy of the Instruments/Equipment.
- Cost Reduction Activities.
- Technical and colour demonstration to sales team, colour technician, and painters.



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AXALTA COATING SYSTEM Chemical Industry (Paint Manufacturing)

04/2011 - 02/2016



- Responsible for technical support in terms of products & painting process, to all A class Body
- Shops using Axalta system.
- Establish and optimize paint application parameters.
- Impart training to Painters and Surface preparatory, Colour matcher.
- Product Training in quick repair system for A class body shop.
- Carry out periodical process audits in Paint Shops and publish the report on it, so as to monitor performance and identify need for improvement.
- Maintain relevant data so as to track cost per panel and identify causes for cost escalation, if any and thus suggest appropriate method to control and improve cost efficiency

M/S. NIKHIL TRADERS (An authorized DuPont Dealer)

09/2007 - 03/2010



- Developed several innovative ways to match colours outside and an effective system for ordering materials necessary to complete projects.
- Maintain a very high customer satisfaction level for all work performed.
- Maintain a reputation for being able to paint special patterns on vehicles that brought in more revenue.
- Administered quality checks that would confirm that a paint match was done properly.
- Performed the mixing and matching of paint
- Work with customers to better understanding their concerns and desires while explaining the process to them
- Prepare vehicle for painting process by cleaning filling in dents and dings and removing any rust.

INSTRUMENT HANDLING

- Colour Database Software
- X-rite MA-T5 Spectrophotometer
- Gloss meters
- Automatic Film Thickness Applicators
- Cross Hatch Cutter
- Spray Painting tools etc

PERSONALITY TRAITS

- Problem Solving
- Decision Making
- Analytical Abilities
- Interpersonal
- Relationship Management
- Effective Communication
- People Management

EDUCATION

SWAMI VIVEKANAND SUBHARTI UNIVERSITY, MEERUT
MBA (HR & Marketing) - In progress

CHHATRAPATI SHAHUJI MAHARAJ UNIVERSITY, KANPUR
Bachelors of Arts

A decorative geometric pattern at the bottom of the page, consisting of interconnected lines and dots forming a network of triangles and polygons.