

Mohammed Akeel Hasan

Mechanical Engineer



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Personal Information

Nationality: Iraqi

Birth Date: 22 July 1989

Social Status: Married

Education

BSc, Mechanical Engineering (2007-2011)

Baghdad – Iraq / University of Technology

Mechanical Department / Air Conditioning & Refrigeration branch

Graduate Project: Study to improve the performance of the cooling tower.

Appreciation of graduation: Very Good

Sequence: the 4th of mechanics department / University of Technology- Baghdad.

Experiences

1- Sales Leader Engineer / Al-Usool Company

Jan 2018 – Present /Iraq

- Responsible for Ingersoll-Rand sales for Compressed Air Solutions in Iraq.
- Develop Sales plan & execute business strategies for Ingersoll-Rand Centrifugal & Rotary Screw Compressor Range in various target market within Iraq.

- Understanding the market demand for engineered products and developed appropriate engineered to order products for oil & gas and other customer.
- Pro-actively analysis customer needs & recommend solutions that best meet customers' requirements.
- Lead contributor to the direct sales team by consistently exceeding annual sales target.

2- Customer Account Representative / Al-Usool Company

Nov 2016 – Jan 2018 / Baghdad

- Manage the sales orders of my assigned air compressor distributors and direct customers (typically oil & gas companies, power plants, mines, factories).
- Identifying those replacement items where no or invalid part number was provided by checking the Bill of Material, parts catalogue, drawings and other databases.

3- Firefighting & Safety Sales Engineer / Al-Usool Company

Feb 2016 – Nov 2016 / Baghdad

- Marketing wide range of Fomtec products for firefighting foams and equipment (**Dafo Fomtec AB**)
- Firefighting CFI RIM Seal Tank System / Saval brand

4- Air compressor Sales & Application Engineer / Al-Usool Company

Oct 2013 – Feb 2016 / Baghdad – Basra

- Supplying, spare parts, installation, rehabilitation & after marketing services of Ingersoll-Rand air compressors on the territory of Iraq.
- Supervision for erection and maintenance for air compressors units.
- Studying product specifications and analyzing according to the project requirements.
- Responding to quote requests.

5- Inspector Engineer / NYCO Company

Nov 2012 – April 2013 / Erbil

- Quality control in the oil pipe-line includes checking the activities of (Backfilling, Coating, Lowering)
- Testing of products to uncover defects and reporting to management who make the decision to allow or Deny product release
- Quality control in the process employed to ensure the certain level of quality in a product.

Skills

Languages Skills

- Arabic — mother language.
- English — Good knowledge.

Computer Skills

- Proficiency programs Microsoft Office (Word, Excel & Power point).
- Good knowledge of AutoCAD & Photo shop programs.
- Fully proficient in the windows 7, XP, Vista (setup, maintenance).
- Fully proficient in the Internet (Nano Station, Router)
- I have the certificate of the International Computer (IC3).

Educational courses and technical

- Training course / 2012 -Erbil about quality control and quality assurance (Pipeline, Piping Networks).
- Training provided by Ingersoll-Rand /2015 -Dubai for Rotary compressors.
- Level 1 Product Competency Development Training for Distribution by Ingersoll-Rand /2016 - Al-Futtaim Academy- Dubai
- Classroom service training for Distributors by Ingersoll-Rand / Dubai 2019.

Technical skills

- Full adaptation to work in a teamwork.
- Ability to work under pressure at work.
- Enjoy the ability to build good relations, constructive social.