

**Imran Khan**

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**Applications: Product Specialist / Business Development – Controls & Industrial Automation**

Dear Sir/Madam,

Experienced Engineer holding Bachelor's Degree in Engineering majoring in Electronics offering more than 8 years' experience in building automation systems and Medium Voltage Equipment Sales and solution. I have a record of achievement and a wide range of specialist skills in the areas of Solution Sales, Programming, project management, Engineering Submission, Commissioning, Design, and procurement of Controls systems. My approach has always been to lead by example and to foster a culture of teamwork, shared mission and dedication to excellence.

**My relevant skills and achievements include:**

- **Product Specialist / Business Development** As a senior product Specialist for Controls responsible for providing technical support to technicians and helping to implement Tracer/ Trend System including migration of old system to new system. Estimation and design for Chiller Plant Manager and Building Management System. (Veolia Energy , Jan 2020-July 2020)
- **Sales Engineer** As a Sales engineer for Energy Business Unit, working with BDMs, Key Account Managers, Field and Partner Channels to provide fast track quotations to customers in a timely manner. Provide a high degree of customer sales support with cost effective proposals for selected Schneider Electric Energy Products and solutions. (Schneider Electric ,2017- Dec 2019)
- **Project Commissioning** Commissioning Engineer for Building Management System, Point to Point Testing & Pre-Commissioning, Graphics Building and Points bindings, Programming and Sequence verification, Engineering Submission, Handing over to Client. (Rega Controls, Feb 2017-June 2017)
- **Team Player** Key member of team engaged in preparing and reviewing BMS Control equipment and technical submittal for King Saud University one of the biggest universities of Saudi Arabia. The documents were used to get consultant approval, site execution work and procurement (*Johnson Controls, 2010-2013*)
- **Supervision and Inspection** Supervised BMS Control System Installation, including Control Cables Installation, Cable Termination, DDC Panels and Sensors and Actuators Installation. Inspect DDC Panels wiring and Sensor termination, assessment of installation requirements. Coordinated with consultant to ensure that the equipment supplied and installed were according to specification, technical drawings, and in compliance with the standards of Electronics discipline (*Johnson Controls, 2010-2013*)
- **Industrial/ Process Automation** worked in desalination pilot plant as a controls and automation specialist, responsible for supervising Schneider Electric Modicon PLCs installation and termination, field sensors and program debugging to give support to process engineers. (*Rakaa Holdings Company, 2009-2010*)
- **Maintenance Engineer** Maintained plc based X-Ray machine system used to scan closed containers at dry port cargo section, inspected sensors operation and servicing, arranged vendor inspection team schedule for monthly preventive maintenance (Saudi Minerva).
- **Service Engineering** Fault finding , Actuators and sensors preventive maintenance, sequence of operation fine tuning.
- **Integrated System** Responsible for BMS integration with third party devices and systems, including chiller integration, energy meter integration and different buildings integration running on different systems i.e. Siemens and Johnson Controls. (Johnson Controls, 2010 – 2013)
- **Software Knowledge** Power user at the time of implementation of SAP- SD and PS module, AS-400, Jci Metasys, Web control by ALC, Niagara, Workplace Tech Tool, Tracer TU, Trend IQvision.
- **Design and Technical Skills** AutoCAD drafting (2D), Visio, Microsoft Excel & Word, were used in the successful design, draft, plan, review and estimation of BMS System & Chiller Plant Management System, Site Engineering Submittals documents including single line diagram, logic and schematic, panel arrangement, configuration, technical specification, Sales estimation, assessment of installation requirements and material take off (*Carrier Air Conditioning Company, 2013-2016*)

Please find my attached résumé. My experiences mentioned in my resume stand closely aligned to the requirements of the role and will add breadth and depth to the role as described above. I look forward to discussing my suitability for the role in more detail.

**Yours faithfully, Imran Khan**