

Imran Khan

Product Specialist / Business Development – Controls & Industrial Automation

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SUMMARY

Electronics Engineer with 8+ years of experience in the field of Industrial Automation , Building Management System, Chiller Plant Management, Standalone DDC Controls system, BMS Commissioning, Site Management, Design & Engineering Submission, Drafting, Technical & Sales Estimation, Drawings Review, Logic/Sequence of Operation Development, Site inspection, Testing and Commissioning, Medium Voltage equipment Sales i.e. Medium Voltage Protection Relays , Distribution Transformers, RMUs, Project Management, Quotation, Proposals , Tendering.

SKILLS & ACHIEVEMENTS

- **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 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*)

WORK EXPERIENCE**Veolia Energy, Sydney, Australia****Jan 2020 – July 2020****Product Specialist - Controls**

Veolia delivers operational solutions across water, waste and energy that drive bottom-line savings, and optimal sustainability performance for our customers. Authorized dealer of Trane Tracer / Trend Controls.

Key Responsibilities:

- Business Development. Promoting Trane Tracer / Trend Controls across Australia.
- Helping customer to understand the system migration and its benefits from old obsolete controls system to the new advanced system.
- Handled pre-sale and post sales inquiries related to Controls.
- Bid for new projects as well as retrofit projects, Tender Documentation review and preparation.
- Meeting with clients, negotiations, product specifications approval meeting and presentations.
- Provisioned technical support; prepared design logic, engineering submission and project schedule and plans.
- Supporting Team of Technician for there quires about controls.

Schneider Electric, Sydney, Australia**July 2017 – Dec. 2019****Sales Engineer**

Schneider Electric is one of the Biggest Multinational Company that specializes in energy management and automation solutions, spanning hardware, software, and services, One of the market leader in Medium Voltage Equipment i. e. RMUs , Transformers , Protection Relays , Experienced in SCADA and BMS Systems.

Key Responsibilities:

- 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.
- Interact directly with customers and sales teams to contribute to the Energy Business Unit orders targets.
- Provide a high degree of customer sales support with cost effective proposals for selected Schneider Electric Energy Products and solutions.
- Driving own orders through the timely delivery of fast transnational quotations through Contractors , Panel Builders, OEMs, Systems Integrators and Distributors & Resellers.
- Promoting Schneider's existing and new products and solutions with a unique value proposition, cross selling and up selling with innovative, alternative solutions to replace the competitor's product.
- Quoting and Estimating for Medium Voltage Protection Relays i.e. SEPAM and MiCOM Series.
- Extracting customer requirements by reviewing SLDs and quoting appropriate equipment i.e. Transformers , Ring Main Units, Switch Gears Etc.

Key Achievements

- Achieve outstanding sales person of the year for transactional business for the year 2018.

Rega Controls Pty Ltd, Sydney, Australia**Feb-2017 – June 2017****Project / Commissioning Engineer**

provides building automation, efficiency and controls engineering expertise and project management solutions for building management systems. These services are contracted for a wide range of utilities in commercial buildings, schools, universities, government buildings, shopping centers, hospitals etc.

Key Responsibilities

- Design and Specification Review from consultant and preparing IO points for Building Management System.
- Point to Point Testing of Sensors and Actuators.
- Preparing Engineering Submission.
- Graphics design and Linking with points to create GUI for Building Management System.
- Creating Programs using Controls Basic Programming Language.
- Planning / scheduling of project execution.
- Commissioning of Building Management System at Cube - extension building of AstraZeneca at Khartoum road, Sydney, Australia.
- Standalone DDC Controls Programming and Commissioning
- Raised RFTs with Clients and present system sequence of Operation as per Consultants requirement.
- Variable Speed Drives Configuration and Verification.

Carrier Air Conditioning Company (UTC Group), Saudi Arabia
Senior Sales Engineer- Controls; Controls Department

2013 – 2016

Carrier Air Conditioning is a part of United Technologies, one of the biggest group of companies including Otis, Edwards, Sikorskey Aircraft, etc. Having more than 100 staff all over the Kingdom of Saudi Arabia, expertise and major focus is on manufacturing of HVAC equipment i.e. Chillers, Air Handling Units etc., Servicing and Controls for Commercial Buildings, Universities, Shopping Malls, Government Buildings, etc.

Key Responsibilities

- Handled pre-sale and post sales for Chiller Plant Manager and Building Management System
- Bid for new projects as well as retrofit projects, Tender Documentation review and preparation.
- Met with clients, conducted negotiations, product specifications approval meeting and presentations.
- Provisioned technical support; prepared design logics, engineering submission and project schedule and plans.
- Helped in business development by meeting with clients and proposing complete solution.
- Conducted project scheduling to accomplish milestones and strictly follow standards to finish the projects in time.
- Planning / scheduling of project execution.
- Valve selection and Procurement.
- Commissioning of Building Management System and Chiller Plant Manager for Saudi Real Estate Development Fund.
- Standalone DDC Controls Programming and Commissioning
- Raised RFTs with Clients and present system sequence of Operation as per Consultants requirement.
- Variable Speed Drives Configuration for Different Projects

Key Achievements

- Provided solution for Chiller Plant Manager to Royal Palaces in three major cities of Saudi Arabia (Jeddah, Riyadh and Dammam). It was a historic win of 111 m Saudi Riyal project in history of carrier Saudi service company.
- Power User for SAP SD and PS module at the time of implementation.

Johnson Controls, Saudi Arabia
System Project Engineer; Controls Department

2010 - 2013

Johnson Controls is a Manufacturing and Controls Solution Provider Company, specialising in BMS System, Access Controls, CCTV System. Johnson Controls acquired York, one of the leading manufacturers of HVAC equipment i.e. Chillers, Air handling Units, etc.

Key Responsibilities

- Commissioned HVACs Controls Systems at Female Colleges National Guards which includes Female Medicine College, Female Nursing College and Utility Building. Preparing Programs, Downloading to Controllers, Sequence Verification, Raising Clients Inspection and presenting system for Final Handover.
- Commissioning of BMS System in Ministry of Higher Education (MOHE) Building, Prince Naif Dialysis Center (PNDC) and Orphan villas.
- Commissioning & Pre-Commissioned of CDC-ARAMCO DDC Panels one of the Biggest Data Center in Khobar, Saudi Arabia.
- Commissioning and Handover of Building Management System in Higher Training Institute for girls, Tabouk, Saudi Arabia.
- Proposed design for BMS System in Conference Centre, KAFC (King Abdullah Financial District), Riyadh
- Coordinated with the Consultant for the approval of systems
- Reviewed design drawing for the project
- Coordinated with the contractors for the installation of BMS Systems i.e. DDC Panels, Control Wiring and Field Sensors.
- Planning / scheduling of project execution.
- Variable frequency drive configuration and Installation coordination.
- Prepared technical submission for tunnels system (T-01C & T-01B) in KAFC (king Abdullah financial district), Riyadh one of the biggest business hub under construction.

Key Achievements

- Team lead for female colleges portion of one of the biggest universities of Health and Science National Guard.
 - Female Medicine College (Including 20 Ahus, 500 VAVs, Medical Gas Equipment, Fire Alarm System etc.)
 - Female Nursing College (Including 20 Ahus, 500 VAVs, Medical Gas Equipment, Fire Alarm System etc.)
 - Female Utilities Building (Chillers and Pumps)

Rakaa Holding Company, Saudi Arabia Electronics Engineer

2009 - 2010

Rakaa Holding is a Saudi owned company dealing in construction and Project Management i.e. Ware houses, Industrial Projects, Medical Equipment etc.

Key Responsibilities

- Managed and Lead contractors for the installation of electrical systems which mainly includes low voltage systems (BMS, CCTV, Access Control Systems, LAN Systems, Public Address systems etc.)
- As a Site Engineer I was responsible for meeting with Consultant for the designing of the Low Voltage Systems and getting approval for design drawing at King Faisal hospital.
- Managed the Team of Technicians for Installation and termination of Field Devices, Program Verification with Clients and finalizing of Graphics and Sequence for MSF Pilot Plant Built by Rakaa with Joint Venture of Aster Italian Company.
- Software debugging and support to process engineers.

Key Achievements

- Lead Instrumentation and Controls Team for Pilot MSF Desalination Plant, and understanding of the working principles of MSF technology.

Saudi Minerva Company, Saudi Arabia Maintenance Engineer

2007 - 2009

Saudi Minerva is a Saudi owned company dealing in installation and Servicing of X-rays Machines at Dry Port, Sea Port , Air Ports etc.

Key Responsibilities

- Maintained PLC based X-Rays systems (both mobile and stationary) used to scan containers in Al-Batha Customs near Abu-Dhabi Border.
- Supervised X-Ray System Installation used to scan baggage at Saudi ARAMCO Airport at Al-KHURAI, K.S.A.
- Maintained PLC based X-Rays systems used to scan containers (mobile System) in Al-Khobar Customs near Bahrain Customs

Key Achievements

- Managed X-Ray Scanning system at one of the busiest dry ports of Saudi Arabia i.e. Batha Customs (Saudi – Abu Dhabi Border) and King Fahad Causeway (Saudi – Bahrain Border)

Instrumentation & Management System Company, Pakistan & Dubai Control Engineer

2005 - 2007

I & MS deals in installation, commissioning and Project Management of BAS System, having offices in major cities of Pakistan and Dubai. It is Renowned and biggest Dealer of Invensys Controls (Now TAC Schneider) in Pakistan holding most of the Pharma-Industries and Hospitals.

Key Responsibilities

- Commissioned BMS System in Faculty Office Building (FOB) at Aga Khan Hospital using Invensys Bacnet Controllers (MNB-300) and UNC Niagara Software.
- Commissioning of BMS System in Lab Building at Aga Khan Hospital, Commissioning of AHUs and VAVs system, Maintaining Negative Pressure at Isolation Rooms for sensitive areas.
- Humidity Controls and Temperature Controls at Hospital Labs in Aga Khan Hospital.
- Configuration of Variable Frequency Drives at Aga Khan Hospitals for Ahus and Exhaust Fans.
- Commissioning of SIUT HVAC Controls System, FCU Controls and Integration for Medical Gas System and Fire Alarm System.

- Raised RFTs for Final Inspection at Marina Heights, Dubai and successfully handed over to Maintenance Company.
- Commissioned and Downloading of Programs for AHUS and VAVs in Capital Tower, Dubai and Sharjah Aquarium, Sharjah.

Key Achievements

- Worked as Commissioning and Site Team Lead Engineer in one of the biggest hospitals of Pakistan “Aga Khan Hospital”

EDUCATION

Bachelor of Electronics Engineering
Sir Syed University of Engineering and Technology

2001 to 2004

TRAINING COURSES

Attended the International Training of “I/A Series Niagara Framework” held in Invensys Singapore.

Attended the International Training of “Metasys System” held in Johnson Controls, Jeddah, Saudi Arabia.

Attended the International Training of “Automated Logics Controls” held in Carrier office, Jeddah, Saudi Arabia.

SOFTWARE SKILLS

- SAP- SD MODULE ,SAP – PS MODULE ,SAP CRM
- SALES FORCE
- ECOM
- AS-400
- MICROSOFT WORD AND EXCEL
- AWS SOLUTION ARCHITECT ASSOCIATE (EC2 , S3 ,VPC) in progress.
- COMPUTER NETWORKING

REFEREES

Supplied on request