

Curriculum Vitae (Mechanical Engineer)

MOHSIN AFTAB

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Date of Birth: 31 December 1989
Nationality: Pakistani
Visa Status: Employment Visa
Driving License: Yes (UAE)
Marital Status: Single
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OBJECTIVE:

Seeking a long-term responsible position in a growth oriented organization in a professional and challenging environment in the field of Mechanical Engineering, where I can contribute in achieving the corporate goals, and enhance my skills and professional capabilities.

SUMMARY OF SKILLS:

- Hands-on experience in sales and marketing of Refrigeration industry
- Ability to prioritize and manage multiple tasks and issues simultaneously
- Proficient with computers, Auto Cad, Pro Engineering, ANSYS, Microsoft office
- Strong ability to communicate clearly, excellent customer relations and interpersonal skills

ACADEMIC QUALIFICATIONS

B.Sc. Mechanical Engineering (2007 – 2011)	N.W.F.P University of Engineering and Technology, Peshawar	1 st Division
Higher secondary School 2004-2006	Peshawar Board	A+ Grade
Secondary School 2002 - 2004	Abbottabad Board	A+ Grade

PROFESSIONAL EXPERIENCE

Sales Engineer -

UTS Carrier LLC, Dubai, UAE

from Nov 2015 to date

Company Profile; UTS Carrier is a joint venture Company between **Untied Technologies** and **Carrier Corporation** was established in 1983 in the UAE. UTS Carrier has grown over the years to become one of the leading companies in the UAE to offer a comprehensive and complete range of Heating, Ventilation, Air- conditioning and Refrigeration (HVACR) products and services.

Department; CTR– Commercial and Transport Refrigeration

Key Roles;

- Handling heat Load Calculation, Equipment Selection for all kinds of cold stores and transport boxes for Trucks and Vans.
- Carry out sales cycle; Inquiry, Costing, Quotations, Negotiations, Booking, Delivery and After sales support.
- Conducting technical presentation for clients, consultant and contractors.
- Seeking new sales opportunity and maintaining existing customers relation and establishing new.
- Forecasting annual sales plan and clearly defining target.
- Liaising with other member of the sales team and other technical experts.
- Providing sales report to higher management on weekly basis.
- Coordinating all the necessary activities together with the other department.

Achievements; Increased territories client base by 20% in the First Quarter.

Sales Engineer –

SABCOOL CO. LLC, Dubai, UAE

from Aug 2012 - Sep 2015

Company Profile; Sabcool is one of the leading suppliers of refrigeration equipment for cold storage industry in Iran since 1984. The company started its operations in UAE from 2007.

Key Roles;

- Work with Sales Leadership and Sales Executives to develop and implement effective Action Plans in achieving the objectives and budgeted sales targets.
- Carry out market surveys and suggest plans to upgrade sales.
- Presenting the technical information and new features of the products and services to consultants, contractors and end user.
- Forecasting annual sales number
- Maintain and establish new relationship with clients by visiting and getting feedback.
- Prepare the sales reports on activities and provide relevant information to the management.

Achievements; Attained the planned sales target for 2 consecutive years by an average of 125%.

Launching a company outlet for end users.

MAJOR SUBJECTS (MECHANICAL ENGINEERING)

1.	Refrigeration and Air Conditioning
2.	Heat and Mass transfer
3.	Fluid Mechanics
4.	Thermo Dynamics
5.	Solid Mechanics
6.	Power Plant
7.	Machine Design
8.	Industrial Health and Safety
9.	Maintenance Engineering
10.	Industrial Management

ACADEMIC PROJECT

Solar Tracking System

Automatic Sun Tracking System for Solar panels using LDR, micro controller, stepper motors to achieve the precise rotation of the Solar Plates along with the movement of the Sun.

The purpose of this project is to get the maximum efficiency throughout the day.

PROFESSIONAL COURSES AND LECTURES

- Attended The Pakistan 19th International HVACR-EXPO & Conference MARCH (1-3, 2012) At Jinnah Convention Center, Islamabad.
- Attended One-Day CPD Course On Communication Skills For Engineering Managers on 30-04-2012 (Arranged By Pakistan Engineering Council).
- Attended One Day CPD Course On Engineering Audit Tools & Techniques on 18-09- 2012 (Arranged By Pakistan Engineering Council).

Achievements & Awards

- Got the talented students Scholarship from Government of Pakistan for professional studies

LANGUAGES

- Proficient in reading, writing, speaking English, Urdu/Hindi, Pashto & Punjabi

COCURRICULAR ACTIVITIES

- Traveling
- Reading history
- Gym and Swimming
- Playing Billiard

REFERENCES:

Will be furnished on request