**CURRICULUM VITAE**

**FARAD ALI**

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**CAREER OBJECTIVE:**

Looking for an excellent opportunity to work as anemploy in the field of mechanical engineering & capture the knowledge in the same. New responsibilities and challenges are welcome as an Opportunity to learn and to explore.

**STRENGTH:**

* Good team working spirit
* Leadership quality
* Good verbal and written communication skills
* Team player

**EDUCATION QUALIFICATION:**

* B. Tech. In MECHANICAL ENGINEERING from MAHARISHI DAYANAND UNIVERSITY with first division in 2012.
* AISSCE (12th ) from CBSE (Science) in the year 2008 from DAISY DALES SR.SEC.SCHOOL, Delhi with first division.
* AISSCE (10th ) from CBSE in the year 2006 from DAISY DALES SR.SEC.SCHOOL, Delhi with first division.
* Overall Professional Experience in 4 years.
* Experience in Project Engineering, Sales Engineer as well as Project Management.

ADDITIONAL QUALIFICATIONS:

* Heat load calculation .
* Duct and Pipe sizing , ESP calculation .
* A short term course in HVAC designing and drafting from Dhanush Engineering Services.

**COMPUTER PROFICIENCY:**

* **LANGUAGE : Basics of C**
* **Operating Systems : Windows 98,2000,XP, VISTA, WINDOWS -7**
* **Software’s : Basics of solid works 2009, AutoCAD 2008, MS- Office**

**PREVIOUSEMPOLYER**

* **M/s Climate Aircon Engineers Pvt. Ltd. Since May 2012 to JULY 2014 as Project Engineer.**
* **COMFONOMICS DESIGN VENTURE SINCE FEB 2015 TO JULY 2015 AS project engineer.**

**CURRENTEMPOLYER**

**MAGNETO ENVIRONMENTAL GROUPPE. Since JULY 2015 to Till Date as Sr.Sales Engineer.**

**Role & Responsibilities:**

* **Area penetration Lead Generation.**
* **Handling customer queries.**
* **Preparation of project schedule.**
* **Build strong and long term relationship with clients.**
* **Negotiations with clients.**
* **Worked in group involved in engineering and design of Mechanical system for the projects.**
* **Maintain relationship with Architects,old customers & clients.**
* **Good relation with Chief Engineers of Hotel & Restaurants.**
* **A good knowledge about different HVAC equipment’s (AHU, Compressor, Condenser, Expansion device, Evaporator, Fans, Heaters etc**
* **Cold Calling.**
* **Knowledge to maintain the site MEP Activities**
* **Preparation of Detail Drawings for Single Line Diagram.**
* **To study Technical Specification & coordinate with consultant.**
* **To study HVAC Drawings & compare with Civil Architectural drawings.**
* **Inspection of HVAC Equipment.**
* **Participate actively in sales planning with the line manager to generate action plan.**
* **Providing satisfaction to the customer..**
* **Conduct Training for the sales team.**
* **Erection, Commissioning and Testing of HVAC Systems.**
* **Converting Calls into Deals.**
* **Forecasting of Material for the continuously work flow.**
* **Coordinating with other fellow Team members.**
* **Coordination with our other departments like Purchase, Planning, Project , Accounts for corrective completion of Sale.**
* **Strong Judgment and Decision Making.**
* **Key account management.**
* **Preparing sales report & submitting to Assigned Authority.**
* **Making technical presentation & Demonstrating to the Client.**
* **Recording and maintaining Client Contact Data.**

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**PERSONAL PROFILE:**

* Father’s name : **Mr.Chaman Ali**
* Father’s Occupation : **Businessman**
* Mother’s name : **Mrs. Sultana Begum**
* Date of Birth : **10th October, 1988**
* Hobbies : **Travelling, playing Outdoor Games, Willingness to learn New**

**things.**

* Languages Known : **English and Hindi**
* Place : **New Delhi**

**FARAD ALI**