

### **Personal Profile**

Result-driven Building Services Engineer/Project Management professional with a wealth of experience in system design, installation, commissioning and service back up support. Has vast experience in the field of refrigeration, air-conditioning and mechanical ventilation for the last 15years with excellent product management track record. Capable of championing strategic initiatives, foster team synergy and execute effective management strategies.

In addition, a creative thinker with effective planning and objective setting abilities combined with strong leadership, professional confidence, team player, communication and presentation skills. Self motivated with the ability to excel in a fast-paced environment; communicate effectively at all levels; grasp and apply new procedures quickly and adapt to the demands of the job.

### **Core competencies**

- Professional confidence
- Critical thinking
- Negotiation skills
- Decision-making
- Adaptability to different work environments
- Delegation
- Problem assessment and analysis
- Teamwork
- Conflict management
- Client relations

### **Technical Skills**

- ❑ FRASCOLD Cold room and Freezer room product selection software
- ❑ Mitsubishi Electric Air conditioner design and selection software
- ❑ Samsung VRF HVAC Control Systems
- ❑ Samsung SNET Pro HVAC diagnostics software application

- ❑ Knowledge of Project Management methodologies, techniques and tools
- ❑ Knowledge of Information Technology applications, systems and processes
- ❑ Knowledge of Change Management techniques
- ❑ Project design and Execution
- ❑ System troubleshooting and repair/service support
- ❑ MS Office
- ❑ MS Project
- ❑ AutoCAD

### **Work Experience**

#### **ALLIED UTILITIES SERVICES LIMITED (AUSL) Mitsubishi Electric VRF and Chiller Range of Products**

##### **Technical Manager – HVAC: -March 2017 – Present**

- ❑ Plan and implement products lineup/features training to Consultants, Dealers and Installation teams.
- ❑ Design and selection support to Consultants and dealers in ongoing HVAC project inquiries covering Residential Split (RAC), Commercial Split AC (PAC), Centralized AC systems VRF, Refrigeration/Cold room systems, Chilled Water systems, Water Heating and Mechanical Ventilation Systems.
- ❑ Installation standards and guideline training and supervision of QA/QC team at AUSL.
- ❑ Monitoring and implementation of best practice procedures with the QA/QC team among AUSL dealers and installers.
- ❑ Coordinative supervision of ongoing projects where Mitsubishi Electric HVAC products are being installed to keep MEU standards.
- ❑ Establish, coordinate and supervise the running of the after sale service department.
- ❑ Provide commissioning support to dealers handling the installation of MEU products in various projects.
- ❑ Review and generation of stock order products with sales and marketing department.
- ❑ Plan and implementation of market development strategies with the sales and marketing team.

## **SAMSUNG ELECTRONICS EAST & CENTRAL AFRICA Co. LIMITED**

### **Product Manager/ Sales & Projects Engineer (System Air-conditioner) - January 2016 – February 2017**

- Plan and implement market development strategies including identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations to consultants, sales partners and developers in the region.
- Defining and implementing market development strategies which are executed in coordination with marketing department. This includes establishing relevant marketing promotion strategies geared towards expanding the product awareness among consultants, developers and consumers in the region.
- Responsible for meeting regular sales targets and coordinating sales projects
- Responsible for winning new projects in-line with local and regional strategy
- Provide pre-sales technical assistance and product training, and after sale service support of Samsung Digital Air Systems including System Air Conditioners, Commercial Split Air Conditioners, Hydro System (Room-cooling-cum-water heating range of products)
- Develop long -term relationships with clients through managing and interpreting their requirements.
- Coordinating design support and installation supervision of Samsung Air conditioning systems including Central Air Conditioning Systems (VRF Systems), Samsung DVM S Chillers, Central Air Handling systems (Ducted AHU Systems), and Commercial split systems.

### **Pre-Sales& Projects Engineer (System Air-conditioner) -November 2010 – December 2015**

- Technical pre-sales support of Samsung Digital Air Systems including System Air Conditioners, Commercial Split Air Conditioners, Hydro System (Room-cooling-cum-water heating range of products)
- Design of Air conditioning systems including Central Air Conditioning Systems (VRF Systems), Samsung DVM S Chillers, Central Air Handling systems (Ducted AHU Systems), and Commercial split systems. This is carried out in projects that involve direct dealing with the final user clients or design support for consultants, developers and distributors in their on-going projects.
- Design and installation support of centralized control systems like Samsung centralized touch controller, Data Management Server2, SNET3 Control system and integration of Samsung Air conditioners to building management system controllers like BACNET and LONWORKS.

- Training of Installers and consultants on the product features and installation of Samsung Digital Air Systems.
- Project Supervision of Installation works by Samsung appointed Air Conditioner Installers to ensure System Installation quality control to Samsung's set standards to fulfill warranty conditions.
- Testing and commissioning of the systems after successful installation.
- Service support of Samsung Digital Air Systems to the existing clients, while working together with the appointed product installers in problem diagnosis and execution of corrective measures.

## **PROJECTS ACCOMPLISHED (FEATURING VRF CENTRALIZED SYSTEMS)**

### **KENYA**

- 1. English Point Marina Hotel, Mombasa Kenya – Design support, Installation Supervision, commissioning and back up support (Air conditioning and mechanical ventilation)**
- 2. Ocean Seven Apartments and resort – Design support and supervision of phase one installation (project still on-going)**
- 3. Kenya School of Monetary Studies – Installation supervision and commissioning support**
- 4. The Oval Office Block – Design, Installation supervision, commissioning and service back up support**
- 5. Forestscape Hotel – Design support, installation supervision (project still on-going)**
- 6. Airmac Hotel JKIA for Sheraton – Design support and installation supervision (soon to be commissioned)**

### **UGANDA**

- 1. IPL Tower (AHU Office Block) - Design support, Installation Supervision, commissioning and back up support**
- 2. Verma Office Block - Design support, Installation Supervision, commissioning and back up support**

### **TANZANIA**

- 1. 4 Major projects including a 9 storey office block, a 14-storey mixed use commercial building and 2 malls of 4-storey shopping blocks - Design support, Installation Supervision, commissioning and back up support**
- 2. Zanzibar Hotel - Design support, Installation on-going**
- 3. Tanhouse Office Block - Design support, Installation Supervision, commissioning and back up support**
- 4. City Lodge Hotel Dar Es Salaam - Design support, Installation on-going**
- 5. RAMADA Resort Dar Es Salaam – Post Installation operation issues and service support**

## **ETHIOPIA**

- 1. RAMADA Addis Hotel - Design support, Installation Supervision, commissioning and back up support (Air conditioning, Mechanical ventilation and hot water supply)**
- 2. BAHIR DAR Hospital Project - Design support, Installation supervision, project on-going**

## **DJIBOUTI**

- 1. Office Block Project - Design support, Installation Supervision, commissioning and back up support (Air conditioning, Mechanical ventilation and hot water supply)**

## **SOUTH SUDAN**

- 1. CIC BANK JUBA BRANCH Project - Installation Supervision, commissioning and back up support (Air conditioning, Mechanical ventilation and hot water supply)**
- 2. UAP INSURANCE JUBA BRANCH – Samsung Equivalent design selection support, installation supervision and commissioning support**
- 3. Skyview Hotel Project – Design support, installation yet to commence**
- 4. City Lodge Juba - Design support, installation yet to commence**
- 5. Anseba Hotel Project - Design support, installation yet to commence**
- 6. Panache Hotel Project - Design support, installation yet to commence**
- 7. New Juba Insurance Company office block - Design support, installation yet to commence**

## **DRC CONGO**

- 1. Modern Congo Apartments and shopping mall – Design support, Installation Supervision and commissioning support (Air conditioning, Mechanical ventilation and hot water supply)**
- 2. Goma Hotel project - Design support, Installation Supervision**
- 3. Tample Du Salut Church project – design support**
- 4. Luano City Phase 1 - Design support, Installation Supervision and commissioning.**

## **RWANDA**

- 1. Vision Hotel Project - Design support, Installation Supervision, commissioning support**
- 2. KMB Hotel Project - Design support**
- 3. Cogebanque Office Block – Design support**

## **SEYCHELLES**

- 1. Supreme Court Offices - Design support, Installation Supervision, commissioning support**
- 2. Quadrant Office Block project - Design support, Installation Supervision, commissioning support**
- 3. Quadrant Casino project - Design support, Installation Supervision, commissioning support**
- 4. Eden Islands Hotel project - Design support, Installation Supervision and commissioning support**
- 5. 4 Seasons Villas project Design support, installation soon to start**
- 6. Immigration offices project – design support.**

## **HALL EQUATORIAL LIMITED**

### **Projects Engineer 2009 – 2010**

- Design of refrigeration and air conditioning systems including split air conditioning units, Central Air Handling systems, VRF Systems, Basement parking ventilation systems, Cold rooms, Refrigeration systems, Refuse chute installation, kitchen hoods and toilet ventilation systems. This is carried out in projects that involve direct dealing between the contractor and the client where the services of the consultants are not sought for by the client.
- Supervision of Installation works by the technicians in all projects carried out by Hall Equatorial Ltd.
- Preparation of installation drawings from the consultants design layouts and establishing the materials and equipment required for the project.
- Interpretation of Bills of Quantities and working drawings into workable programmes for the field technicians.
- Preparation of installation sketches and schedules for workshop fabricators and field technicians.
- Preparation of list of project materials and equipment for commercial order placement and purchases in liaison with the suppliers.
- Supervision of workshop fabrication and field installation technicians including on site rectification of system installation layouts and monitoring of supply and utilization of tools, equipment and materials on site.
- Representing the company at project meetings including making progressive decisions onsite on behalf of the company management to suit the on-site installation conditions to the satisfaction of the client and within sound design guidelines.
- Testing and commissioning of the system after installation.
- Preparation of the as-built drawings at the completion of the project for the client on project hand-over after commissioning

**INSITUTE OF TECHNOGY OF SURABAYA (ITS) - INDONESIA**  
**Post Graduate Studies - Energy Conversion Engineering**  
**Sept 2006 – Oct 2009**

Course Units:

1. Engineering Mathematics
2. Thermodynamics
3. Fluid Mechanics
4. Combustion Engineering
5. Turbo Machinery
6. Numerical Analysis
7. Heat Transfer
8. Transport Phenomena
9. Aerodynamics
- 10.Environmental Pollution Analysis
- 11.Two Phase Flow
- 12.Resources and Energy Conversion
- 13.Solar Energy
- 14.Special Topic – Power Plants
- 15.Management and Economy of Energy
- 16.Turbulent Boundary Layer
17. Thesis/Final project

**HALL EQUATORIAL LIMITED**  
**Graduate Engineer            2003 – 2005**

- ☐ Installation of air conditioning and ventilation systems including split air conditioning units, Central Air Handling Units, Basement packing ventilation systems, Cold rooms, Refuse chute installation, kitchen hoods and toilet ventilation systems.
- ☐ Preparation of installation drawings from the consultants design layouts and establishing the quantity of material and equipment required for the project.
- ☐ Interpretation of Bills of Quantities and working drawings into workable programmes for the field technicians.
- ☐ Preparation of installation sketches and schedules for workshop fabricators and field technicians.
- ☐ Preparation of list of project materials and equipment for commercial order placement and purchases in liaison with the suppliers.
- ☐ Supervision of workshop fabrication technicians and field installation technicians including on site rectification of system installation layouts and monitoring of supply and utilization of tools, equipment and materials on site.
- ☐ Representing the company at project meetings including making progressive decisions onsite on behalf of the company management to suit the on-site

installation conditions to the satisfaction of the client and within sound design guidelines.

- Testing and commissioning of the system after installation.
- Preparation of the as-built drawings at the completion of the project for the client on project hand-over after commissioning.

### **Academic Qualifications**

#### **Institute of Technology of Surabaya (ITS) – INDONESIA -**

Master of Engineering (Energy Conversion)

(Beneficiary of Government to Government Scholarship programme)

#### **Jomo Kenyatta University of Agriculture and Technology -2002**

Bachelor of Science in Mechanical Engineering

### **Professional Qualifications**

Member Engineers Registration Board- Kenya