

MUHAMMAD ALI

Mechanical Engineer

Address: House # A-438, Block # 07, Saadi Town, Scheme # 33, Karachi, Pakistan.

Contact: 0334-2610440.

Email: Muhammadalimechengg@gmail.com

Object: To work in the Dynamic Challenging & Critical Environment, Where I am able to act as a Vital Contributing & Supporting Role as Member of Organization, In order to achieve the Apex of the Desired Position. An enthusiastic smart and hard worker with strong leadership and technical communication skills with high technical sound to solve the tasks. Proven academic and curricular achievements and possess the right technical and soft skills required to propel the organization achieving its goals and objectives.

Academic Records:

Degrees (Major Facilities)	Covered Years	Division – Grades - Percentage	Boards / University
Bachelor of Engineering (Mechanical Engineering)	2009 to 2012	1 st division - Grade A - 68 %	Quaid e Awam University of Engineering Sciences and Technology University Nawab Shah Sindh
Higher Secondary School Certificate (HSC) (Pre - Engineering Group)	2006 to 2007	2 nd Division - Grade B - 71 %	Government Degree Boys College Nawab Shah. Board of Intermediate & Secondary Education Hyderabad Sindh
Secondary High School Certificate (SSC) (Computer Science Group)	2004 to 2005	1 st Division - Grade A - 76 %	Gulshan Public Secondary & High School Nawab Shah. Board of Intermediate & Secondary Education Hyderabad Sindh

■ **Academic Technical Short Courses, Assessments & Certifications:**

- Short Course M.S OFFICE.
- C.I.T (CERTIFICATION OF COMPUTER INFORMATION TECHNOLOGY)
- Short Course AUTO CAD (2D-3D Design)
- Short Course PLC (Programmable logic controller)
- Short Course PRO-E (Professional Engineer Wild Fire 2.0)
- Certification Managing the cost & Planning for Production, Operations & Maintenance..
- Short Course Business Languages & Communication Skills.
- Certified CATERPILLAR Machines Foundation.
- Certified CATERPILLAR Sales Professional Engineer.
- Certified CATERPILLAR Electric Power Systems.

■ **Industrial Field Experiences (Training's and Internships):**

- Allied Engineering & Services Pvt Ltd. (02 Months - Year 2011)
Mechanical Engineering Internship.
 - During the session of internship, we submitted the assignments & presentations on below mentioned segments.
 - Over hauling maintenance in work shop for gas & diesel generators.
 - Recommended hourly & routine preventive maintenance of gas and diesel generators and heavy duty construction and earth material handling machines.
 - Routine operations of independent power plant IPP's.
- Izhar Engineering and Construction Company Pvt Ltd. (02 Months - Year 2010).
Mechanical Engineering Internship.
 - During the session of internship, we submitted the assignments & presentations on below mentioned segments.
 - Project Planning and works estimation.
 - Capital Cost of area and planned time scheduler.
 - Design and Maps calculations study.
 - Reports and leads strategy combat timely.
 - Team Management & Progress Planning.

- Habib Sugar Mill Pvt Ltd Nawab shah (03 Months - Year 2009).
Mechanical Engineering Internship.
 - During the session of internship, we submitted the assignments & presentations on below mentioned segments.
 - Steam Turbines Power generation.
 - Production & Process Plants.
 - Quality Control and Quality facilitation.
 - Storage Tanks and vessels procedures.
 - Electrical & Mechanical operations & maintenance.

■ **PROFESSIONAL FIELD EXPERIENCES:**

Organization: Zultec Pakistan (Pvt) Ltd Company. (Zultec Group of Companies).

Zultec started 35 years back, singularly focused on retail technologies, and has now evolved itself into a multi-faceted group which is synonymous to innovation and market leadership in the businesses Zultec do. Zultec today is the leading solutions company involved in IT solutions, Retail systems, and Engineering & Materials business. Zultec connect dots from manufacturing floors to store shelves enabling us to provide end-to-end solutions serving more than 4,000 clients in over 13 countries. Each day, Zultec team professionals, enable his valuable clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Head Quartered in Saudi Arabia with market outreach in over three continents, our astute alliance with leading global brands assure that you the best minds working for your benefit.

➤ **Assistant Manager Sales & Business Development – Industrial Segment South Region – Sindh & Baluchistan Territory. Started 1ST April 2020.**

- Responsible for sales & business development of principle brands and product lines like a, Packaging Machines & Solution, Coding & Marking Systems & Solutions, Quality Control Machines & Solutions, Material Handling Systems & Solutions, End of Line Systems within existing customers and new business accounts.
- Generate sales and business leads with existing customers.
- Generate the new business leads with new business accounts.
- Responsible for sales and business development of after sales depart of services and product supports within existing customers and new business accounts.
- Increase the Sale capacity and promote the business range in industries.
- Responsible for after sale services and support of all new existing accounts.
- Dealer product promotions and marketing within new and existing customers.
- Applying good time and territory management practices while implementing a coverage plan.
- Performs basic machine inspections to generate business opportunities and for customer attractions for growth of product sales.
- Routine basis calls and visits of customer sites and plants for the follow up of sales & business leads.
- Prospect for new customers and new parts / services revenue sources.
- Build collaborative relationships and ensure business integrity is maintained.
- Sell parts, services, condition monitoring, PM products, customer support agreements (CSAs), Customer value agreements (CVAs), and other dealer services to customers within a specified territory.
- Consultative selling approach to identify and manage customer expectation and revenue sources.
- Keep clients informed of parts orders and services work status.
- Counsel customers regarding equipment management solutions (EMS) to effect lowest owning and operating cost.
- Negotiate on win-win out comes to customer issues and business opportunity.
- Using dealer business system information (DBS, ERP, CRM, and ODOO) and Product tracking opportunity system to manage sales opportunities with in territory & regions.
- Prepare quotes, sales contracts, and related paperwork necessary to close a deal.
- Support new products information with customers. For new revenue sources.
- Understand the parts, services and machine performance literature and use the services information system for product support and business opportunities.
- Identify and report on incremental opportunities for future sales both within product support as well as other areas of the dealership.
- Yearly Forecast of product Inventory for back up support and business development.

➤ **Organization: Allied Engineering & Service Management (Pvt) Ltd Pakistan. (CATERPILLAR - Power Systems & Machines)**

Allied Engineering & Services (Pvt.) Ltd, founded in 1976, is the authorized dealer for Caterpillar Earth moving Machinery and Power Generation Equipment in Pakistan. Caterpillar products are renowned worldwide and a global leader in Power Generation and Earth moving Machinery irrespective of industries. Allied Engineering & Services (Pvt.) Ltd. is the sole dealer of Caterpillar products in Pakistan since 1976 supporting over 3200 MW in Pakistan. Allied Engineering & Services is a group of companies and sister companies are, Allied Rental Modaraba. Allied Machines & Power System Afghanistan. Apex Machinery Pvt Ltd, Allied Logistics, Allied Cranes & Machines. Allied Ready-mix Pvt Ltd.

➤ **Sales Engineer. (January - 2016 to March - 2020).
(After Sales - Product & Customer Support Department)
South Region - Sindh & Baluchistan Territory.**

- Responsible for the sale and business of dealer parts and customer services with new and all existing customers.
- Promote the sale and business of principle products & spare parts, dealer customer support services and product support solutions as directed and managed by the product support department.
- Applying good time and territory management practices while implementing a coverage plan.
- Performs basic machine inspections to generate business opportunities and for customer attractions for growth of product sales.
- Follow up on sales leads on daily basis.
- Prospect for new customers and new parts / services revenue sources.
- Build collaborative relationships and ensure business integrity is maintained.
- Sell parts, services, condition monitoring, PM products, customer support agreements (CSAs), Customer value agreements (CVAs), and other dealer services to customers within a specified territory.
- Consultative selling approach to identify and manage customer expectation and revenue sources.
- Keep clients informed of parts orders and services work status.
- Counsel customers regarding equipment management solutions (EMS) to effect lowest owning and operating cost.
- Negotiate win win outcomes to customer issues and business opportunity.
- Using dealer business system information (DBS, ERP, and CRM systems) for Product tracking opportunity system to manage sales opportunities within territory.
- Prepare quotes, sales contracts, and related paperwork necessary to close a deal.
- Support new products information with customers. For new revenue sources.
- Understand the parts, services and machine performance literature and use the services information system for product support and business opportunities.
- Identify and report on incremental opportunities for future sales both within product support as well as other areas of the dealership.
- Yearly Forecast of product Inventory for back up support and business development.
- Responsible for sale of principle product line is, Gas Engines, Diesel Engines, Heavy earth material handling machine, Heavy duty constructions machines and Heavy Earth moving equipment.

➤ **Application & Services Engineer. (February - 2014 to January - 2016)
Rental Fleet Projects Segment**

Job Responsibilities: Lead Projects Planning, Estimation & Provide technical assistance and support.

- Applying technical facilitation or capacity on Installation, Fabrication & Erection, as well equipment's mobilization to Demobilization and as well as Operation & Maintenance scope of work for CATERPILLAR Gas & diesel engines IPP independent power generation plants and heavy duty constructions machines, heavy earth material handling equipment's and moving machines.
- Provide responsible to finalize all rental projects from begging to stoppage.
- Gas and diesel generators rental power generation services in range of 10 KVA to 3.5 MW, and
- Heavy duty construction machinery or equipment rental services, heavy duty off road and on road vehicles or transport rental services, earth heavy materials handling machinery rental services, and lighting towers, power load banks, cooling towers, radiator systems, compressors etc.
- A complete package of Certified CATERPILLAR rental store, certified caterpillar rental store services and product support operations.

➤ **Trainee Engineer. (January – 2013 to January - 2014)**
Operation & Maintenance Department - BOD Rental Segment.

- Operation & maintenance of IPP Independent power plants of CATERPILLAR, Gas & Diesel Generators.
- During the tenure of trainee engineer, Handled the operation and maintenance scopes of power generation plant IPP's of gas and diesel engines and steam turbine. 24 MW joined venture for independent power plant of caterpillar generators, Waukesha generators, or German steam turbine.
- Develops maintenance plan of all machines as per the safety instruction manual & standards of Caterpillar and other brands.
- Co-ordinate with other jobs work units from planning, implementation, monitoring and verifying quality of work delivered.
- Visited the complete plant/site on daily basis to observe and analyze the criticality of the job.
- Perform the maintenance jobs on sites on emergency calls.
- Technical follow up with the clients as per their requirements.
- Develop the technical report considering the engineering parameters as per the case.
- To see the warranty claims if it's within the claim of repair or compensation for an under or non-performing job.
- Prepares the case study for each job done and enlist the complete details after completion of the maintenance job.
- Provide all inspection standards, safety measurement for optimal and safe operation.
- Preparation of SOPs, work instructions and other related documents.
- To control and manage the supply and demand of the products required for every maintenance activity in order to work for the minimum inventory and stock required.

■ **Professional Career Achievements:**

Appreciation Certificate with Prices for the best performance of Year - 2015 and achieved CATERPILLAR Five Star Rating of Rental Operations in 2015.

■ **Personal Strength:**

- Excellent written and verbal communication & business skills.
- Enjoy challenges, ambitious and able to work under pressure for achieving goals.
- Adaptable, friendly, energetic, innovative, and self-motivated.
- Effective team player can take lead under tough situations and supportive for team.

■ **Personal Information:**

- FATHER NAME: Iftikhar Ahmed Arain.
- D.O.B: 28-03-1990.
- C.N.I.C : 45403-0815074-5
- DOMICILE : Nawab Shah , Sindh (Rural)
- MARITAL STATUS: Married.
- RELIGION: Islam
- NATIONALITY: Pakistani
- LANGUAGES: English, Urdu, Sindhi, Punjabi.
- P.E.C Registration : Mechanical / 29249
- H.E.C Registration: Mechanical / 1091475/76/77
- PASSPORT NO : HV-1810741

■ **Community Work & Memberships:**

- International American Society of Mechanical Engineers (ASME).
- Pakistan Engineering Council (PEC).
- International Rotary Club Pakistan.
- Higher Education Commission (HEC).

■ **Extra Circular Activities:**

- Playing different indoor and outdoor games.
- Traveling to different areas and knowing about their culture.

■ **Professional Reference:**

- Will be furnished on Demand.