

Fawad Iqbal

B. Sc. Chemical Engineer.
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CAREER OBJECTIVES:

A Register member of Saudi Engineering Council & a chemical engineer with 10 years of experience. Capable of working independently with minimum supervision & committed to provide high quality service to every project, with a focus on health, safety & environmental issues. Professional, Capable & motivated individual who consistently performs in challenging environment.

WORKING EXPERIENCE:

1. Senior Sales_Engineer August 2018 to Present
Employer Name: Shore waves Trading Est (SW) Chemical Division

Joined to develop Water treatment chemicals/Laboratory Grade chemicals/Commodity Chemicals business.

Responsibilities:

- To build a team, train to new engineers & assist them to bring more business.
- Maintains a regular follow-up procedure, support, negotiate and provide additional information to the client, in order to secure project award.
- Promotes and sells water treatment chemicals and allied products for the water treatment industry.
- Prepare Chemical trials for Clients, Well aware of WTC Chemicals formulation & Applications.
- Monitor and maintain the required quality of water at various sites, and maintain the associated equipment.
- Liaises with customers and end users, consultants, site engineers and contractors, and advice proper technical recommendations based on the assessment, and site conditions.
- Generates regular reports as desired by supervisor to represent status of work.
- Makes regular visits to meet with consultants, contractors, developers and end users to solicit enquiries, apprise them of new modified services.

- Handles independently the startups of various new projects & Handles all the AMCs of various customers.
- Achieves the agreed yearly targets in handling spares, replenishment chemicals, etc.
- Arranges and provides chemicals and equipment estimation for new projects and prepare the related documentation.

2. Senior Sales & Technical Engineer

November 2016 to July 2018

Employer Name: Al Jazeria Water Treatment Chemicals Factory (AHQ)

Responsible for selling the company's products (Water Treatment Specialty/Industrial Chemicals as well as equipment's), responding to clients' queries, and providing advice and support on a range of product related issues.

Responsibilities:

- Demonstrating how a product meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Preparing reports for head office and senior managers CRM.
- Identify emerging business points & markets.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to clients.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Intensive travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.
- Expert in ROSA Software in Desalination plants design & projection.
- Supervise the membrane replacement project & expert in selection of Filmtec membranes according to the conditions & budget of client.

- Expert in ROAP Chemical Projection Formula for desalination.
- To build a team, train to new engineers & end user with technical, chemically & about after sales services.
- Working on R.O Plants projects to execute job as a senior project engineer.

2. Sales & Service Engineer

February 2015 to November 2016

Employer Name: SAMACHEM

Worked in Dammam-2 (Industrial Area, KSA) at SAMACHEM as Sales & Service Engineer Chemicals in WTC field. I used my technical knowledge with sales skills.

Responsibilities:

- Give the technical support to clients.
- Work as a **utility engineer** on Jeddah South Thermal Power Plant under the payroll of SAMACHEM.
- Make sure that our products are performing well.
- Make the analysis of water on site as well as in Laboratory.
- Help the sales team to bring orders.
- Change the chemical dose & chemicals if necessary.
- Fix the dosing pump with chemical dosage tank, Adjust the pump stroke as well as flow rate.
- Develop the water treatment laboratory.
- Use Hach powder pillows as well as titration method.
- Use Spectrophotometer DR 3900.
- Prepare analysis reports & share with client.
- Deliver the material on site.
- Give technical training to new employees as well as to end users.
- Study the SDS & TDS of products & use proper PPE according to that.
- According to SDS & TDS of material give training to end users.
- Expert in ROSA Software in Desalination plants design & projection.
- Supervise the membrane replacement project & expert in selection of Filmtec membranes according to the conditions & budget of client.
- Expert in ROAP Chemical Projection Formula for desalination.
- Help clients solve problems with installed equipment.

Production Manager
Employer Name: Fluidex Chem

February 2011 to December 2015

Performed duties at FLUIDEX CHEM to produce water treatment specialty chemicals. Plant Capacity was 20 tons batching system Blender Shahdara, Lahore (PLC system) from 1st February 2011 to 30th December 2015.

Responsibilities:

- Oversaw all plant operations and corrected production issues.
- Monitored manufacturing to ensure it stayed on schedule and remained within budget constraints.
- Created efficiency improvement models and implemented them.
- Determined when to replace equipment.
- Decided when overtime was necessary to meet manufacturing goals.
- Created new manufacturing process that improved manufacturing efficiency by 40 percent.
- Implemented and carried out quality control programs.
- Communicated closely with Procurement Department to ensure delivery of quality parts.
- Analyzed manufacturing data and wrote reports.
- Oversaw manufacturing operations.

Key Production Products:

- Anti Scalant (R.O)
- Corrosion inhibitors. (Molybdate, Nitrite, Silicate, Chromate, Borate etc.)
- Anti scalants, Scale inhibitors. (Cooling towers)
- Biocides. (Chillers, Cooling towers)
- Descalers. (General water treatment)
- Neutralizer. (General water treatment)
- Boiler Compound. (Boilers Phosphate Based)
- Condensate Conditioner. (Boiler)
- Oxygen Scavengers. (Boilers, Chillers)
- Clarifiers. (Swimming Pools)
- Chelating Agents.
- Flushing Chemicals.
- Alkalinity Builders.
- Sludge Conditioner.

4. Sales & Service Engineer
Employer Name: Fluidex Chem

July 2008 to January 2011

Worked in FLUIDEX CHEM as Sales & Service Engineer in the field of water treatment by using specialty chemicals from 1st July, 2008 to 8th January, 2011.

HSE Assistant & ISO Implementation internal Auditor, ISO 9001: 2008 QMS Management Representative. Environmental Aspect/Impact Evaluation, Chemical Handling & Disposal, Approved Internal Auditor QMS
Approved Fire Fighting Certificate

Responsibilities:

- Suggest specialty chemicals for Boilers, Cooling towers, Chillers (Closed Loop), Swimming Pools, R.O (Desalination) and Softening plants, Waste water treatment plants & their respected water treatment chemical and to analyze water samples.
- Establish water treatment laboratory & purchased related laboratory equipment's.
- Prepare Quotations, Invoices, Delivery Challan, and Water Analysis Reports, Suggest the specialty chemicals to dose & know the formulation of water treatment chemicals to be used.
- Descaling/Cleaning of Boilers, Cooling Towers, Heat Exchangers, Vessels, Storage Tanks, Chillers. Suggest chemicals for Descaling/Cleaning & also did Supervision of Descaling/Cleaning of Equipment's by Chemical & Mechanical method.
- Provide after sale services, just like on site testing, satisfy the customer and by sharing analysis report with them.
- Expert in R.O Plant Design Software & Chemical Projection software.

QUALIFICATION:

EDUCATION LEVEL	BOARD/UNIVERSITY	PERCENTAGE	DIVISION
B. Sc. Chemical Engineering (2008)	University of the Punjab , Lahore	71%.	1 st
F. Sc. (2003)	B.I.S.E. Lahore	66%	1 st
Matriculation (2001)	B.I.S.E. Lahore	70%	1 st

COMPUTER FOUNDATION:

Office Management (word, excel, power point), Internet and email, ERP, Oracle.

PERSONAL INFORMATION:

- Date of Birth: 1-11-1984

- Iqama Status: Transferable

- Saudi Driving License: Valid

- Email: Chemical.egr1984@gmail.com

- Profession on Iqama: Chemical engineer

- Marital Status: Married

- Registration: Registered with Saudi Engineering Council