



ZEESHAN TAYYAB

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PEC No: 31257

CAREER OBJECTIVE

A professional and enthusiastic project engineer with proven track record in Engineering and Management. Ever ready to face challenges, very much motivated and ambitious for working in a high paced environment. Capable of taking multiple tasks of technical and managerial nature. A person fully equipped with all the basic computer tools, can efficiently work in demanding environment.

PROFESSIONAL SYNOPSIS

- ⇒ Result Oriented Professional with **around 7 years** of experience in the areas of Strategic Planning, Project Management Business Development, Calibration of Electrical Equipment and Relationship Management.
- ⇒ Good understanding of Electrical Drawings, Planning of Projects, Erection & Maintenance.
- ⇒ Well versed with all stages of Project Management process from business development, lead qualification to requests for proposals (RFPs), technical need analysis and closing.
- ⇒ Planning & scheduling assignments to achieve pre-set goals within time parameters. Formulating long term/short term strategic plans to enhance operations.
- ⇒ Adept in managing business operations with focus on top-line & bottom-line performance; expertise in determining company's mission as conveyed through policies and corporate objectives.
- ⇒ Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving the individual and business goals.
- ⇒ Effective communicator with assertive and strong leadership & analytical qualities

SPECIALITIES

- ⇒ LV Panel Design, Estimation and Installation.
- ⇒ Making RPF's in Co-ordination with Operation team.
- ⇒ Technical Proposal Evaluation at Bidding Stage.
- ⇒ Asset Management and project Management.
- ⇒ Initiating the Project, Monitoring & Controlling, and closing.
- ⇒ Schematic Drawing interpretation and evaluations.
- ⇒ Substation Design and Integration.
- ⇒ BMS and SCADA Implementation.
- ⇒ Evaluation of Instruments Required for Specified Projects.
- ⇒ Hazardous Area Explosion Proof Products (NEC / IEC).
- ⇒ Well aware with the IEC and NEMA standards.
- ⇒ Industrial Non Explosion Proof Products.
- ⇒ Earthing and Lightning Protection.
- ⇒ LV/MV/HV Cables.

KEY RESULT AREAS:

Project Management

- ⇒ Planning & scheduling assignments to achieve pre-set goals within time parameters. Formulating long term/short term strategic plans to enhance operations
- ⇒ Identifying & networking with stake holder, resulting in satisfactory results.

- ⇒ Executing cost saving and energy saving techniques/ measures and modifications to achieve substantial reduction in Operations & Maintenance expenditures.

Business Development

- ⇒ Formulating & implementing strategies / policies and reaching out to the unexplored market segments / customer groups for business expansion.
- ⇒ Liaising and building healthy relations with business partners for achieving business goals.
- ⇒ Conducting comparative study of various products / competitors and market analysis.

Techno-commercial Operations

- ⇒ Completing pre-tender obligations like submitting pre-qualifications, study of contractual conditions, project cost analysis including considering cost impact of techno-commercial conditions.
- ⇒ Preparing contract documents for various work items including contractual conditions, technical specifications and commercial terms.

Relationship Management

- ⇒ Building & maintaining relations with clients, generating business from the existing accounts and achieving profitability and increased sales growth.
- ⇒ Interfacing with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.

Team Management

- ⇒ Leading, mentoring & monitoring the performance of the team to ensure efficiency in sales operations; meeting the individual and group targets.
- ⇒ Creating an environment that sustains and encourages high performance; motivating the teams for optimising their contribution levels.

CAREER HIGHLIGHTS

COLOUR TREE ELECTROMECHANICAL LLC, Riyadh, Saudi Arabia Jul 2016-Present

Sr. Project Engineer Electrical

COLOUR TREE LLC is working in Electro-Mechanical related field of work. Working as Sr. Engineer I got a chance to handle all electro-mechanical activities including Cost Estimation, Design Reviews, Site activities, Consultant inspection Visits. Major achievements are,

Key Deliverables:

- ⇒ Bidding, Cost Estimation and submitting techno-commercial offers to Clients.
- ⇒ Technical Drawings Reviewing and co-ordination with Design Consultants.
- ⇒ Techno-commercial negotiations, Consultant meeting and product approval.
- ⇒ Submittal Approval from Supervision consultants and material production assistance to procurement.
- ⇒ Supervising technical worker working on site activities.
- ⇒ Installation instruction to the technical team regarding cable tray installation, cable route, Electrical panels and HVAC ducts.
- ⇒ Responsible for the installation of RMU, Package Substations up to 17.5KV, MV, cable pulling and cable termination.

Project Completed:

- ⇒ Supply, installation and testing commissioning of 15 No's PFC Panel in Al-Wataniah Plastic Factory.
- ⇒ Supply, installation and testing commissioning of Bus Coupler Panel (3 Inc +2 Inter) at MOI site, Riyadh.
- ⇒ Installation and Testing Commissioning of RMU(2I+D) 13.8KV and 1000KVA Transformer at Military Complex, Hafar ul Batin.
- ⇒ Flood Lights installation, including Panel and LV Cabling through Conduit with Riyadh Metro.
- ⇒ Supply, installation and testing commissioning of 09 No's PFC Panel in Gulf Chemicals.

- ⇒ Complete Electro-mechanical Works Including HVAC, Electrical Conduits, ELV, Fire Security system and Water Pumps at Charcoza Restaurant Riyadh

MANARS Factory for Electrical Panel Boards, Riyadh, Saudi Arabia Feb 2015-June 2016

Sr. Project Engineer Electrical

Manars panel Board is locally registered company based in Riyadh. Manars is working in partnership with Schneider Electric. They are the manufacturer of Schneider Electric Low Voltage panel boards. I served In Manars as Sr. Project Engineer and my day to day duties includes the new project exploration and all the work related from bidding to closing the project. Major achievements are,

Key Deliverables:

- ⇒ New Opportunity exploration, making techno-commercial proposal and submitting to the client.
- ⇒ Techno-commercial negotiations, Consultant meeting and product approval.
- ⇒ Reviewing design drawings and providing continuous guidance to production for assembly.
- ⇒ Assisting the client for testing commissioning of supplied panels and troubleshooting help.
- ⇒ Attending Schneider technical seminars for new products launching or upgrading of certain product.
- ⇒ Work closely with the sales team to explore more opportunities and to make the best sales strategies.

Project Completed:

- ⇒ Supply and testing commissioning of Distribution Panel Boards for Green Silos Project Dammam.
- ⇒ Supply and testing commissioning of Distribution Panel Boards for Green Silos Project Al-Ahsa.
- ⇒ Supply and testing commissioning of Package Substation for Riyadh Metro Project.
- ⇒ Supply of VFD Panels for HVAC Application in Riyadh Metro Project.
- ⇒ Supply of Distribution panel boards for Jarir Hotel at Jarir-Al-Ahsa Road Intersection Riyadh.
- ⇒ Supply of Mobilisation Socket Panel to Fast Consortium for Riyadh Metro Project.
- ⇒ Supply of lighting Panels to Prince Sultan Air-Base Al-Kharj.
- ⇒ Supply of Capacitor Banks to SMJ- Concrete Al-Harbi Group.

Akel Trading and Industrial Co, Riyadh, Saudi Arabia Nov 2012-Oct 2014

Project Engineer Electrical –Riyadh Branch

Akel Trading and Industrial Co, is the official distributor of two major brands, Schneider Electric and grundfos Pumps. I have been responsible for the sales and estimation of Schneider wide range of components and LV panel boards. My activity includes the daily client to client basis visit, inquiry generation, estimating it and submitting it to the client. It includes also the consultant visits and approval procedures. Major key deliverables are,

Key Deliverables:

- ⇒ Establish Executive Level relationships with the customer base and understand customer processes and business model.
- ⇒ Planning procurement of material required BOQ, tech specs & tender documents.
- ⇒ Take off and Estimation of material required to accomplish the project.
- ⇒ Submittals as builds and other electrical, Technical or engineering related.
- ⇒ Prepare electrical Drawings and material specifications and materials requisition.
- ⇒ Work closely with inside Pre-sales group to develop best quotation strategies.
- ⇒ Study customer operation to understand their business direction and application requirements in order to help them define their technical needs and recommend solutions that meet those needs utilizing company products.
- ⇒ Own the account strategy within the assigned accounts and communicate to industry vertical teams on an account by account basis when appropriate.
- ⇒ Recommending products and solutions in line with the needs and requirement.
- ⇒ Carrying out negotiations with clients on project design, specifications, pricing and delivery.
- ⇒ Perform technical products sales presentations to all level of customers.

Projects Completed:

- ⇒ Supply and Installation of MCC panels for Ministry of Water Hail project.
- ⇒ Supply and Installation of MCC/ VFD panels for Ministry of Water Abha Project
- ⇒ Supply and Installation of Distribution Panels for STP Hayer Sewage Plant Project.
- ⇒ Supply and Installation of Distribution Panels for Ministry of Information and Culture in Makkah.
- ⇒ Supply and Installation of Distribution panels for National Guard Hospital Riyadh.
- ⇒ Supply and Installation of ATS and Synchronization Panels for Dammam Khobar Ring Line project.
- ⇒ Supply and Installation of HVAC panels for Medical College University Hail Project.
- ⇒ Supply and Installation of Soft-Starter Panels for Riyadh Water Supply Enhancement Project.
- ⇒ Supply and Installation of VFD panels for Industrial Gate City Project Riyadh.
- ⇒ Supply and Installation of MCC/VFD panels for Ministry of Jizan Water Project.
- ⇒ Supply and Installation of MCC panels for Madina Phase 4 project.
- ⇒ Supply and Installation of Power panels for Al-Qassim Municipality Project Buraidah.
- ⇒ Supply and testing commissioning of Green Silos Project Dammam.
- ⇒ Supply and testing commissioning of Green Soils Project Al-Ahsa.
- ⇒ Supply, installation and testing commissioning of Cooling tower and MCC Panels King Fahad University Dammam.

Notable Highlights:

- ⇒ Performed Testing and Commission for Dammam-Khobar Ring Line Project.
- ⇒ Supervised Installation, Testing and Commission of Synchronisation Panel for Saudi Technic.
- ⇒ Actively involved in building relationships with new customer clients.
- ⇒ Successfully enhanced customer satisfaction level by providing them pre sales and post-sales support.
- ⇒ Paid regular visits to clients and supported them in tendering.

INFINITY ENGINEERING (PVT). LTD, Lahore Pakistan July 2010- Aug 2012**Electrical Engineer**

Worked as Electrical Engineer at maintenance Plant and utility department. My responsibilities were to schedule and implement both corrective and preventive maintenance for plant and different sections with a team in order to keep production process smooth and efficient along with handle daily work order and take remedial actions.

- ⇒ Besides I also assist my manager for preparation of Local Purchase order and keeping record store items for future needs.
- ⇒ Job Responsibility & functions include
- ⇒ Preventive and Corrective maintenance of LT Panels, Control Circuits, Distribution Points etc.
- ⇒ Installation and design of Power Factor Panels and Harmonic filters.
- ⇒ Installation and testing of Power Boss for counter Blower.
- ⇒ Installation and testing of HT Power cables for whole industry.
- ⇒ Variable speed drives of motors & Cooling Towers.
- ⇒ Maintenance & Troubleshooting of Induction motors.
- ⇒ Protection, Maintenance & Troubleshooting of Generators.
- ⇒ Generating maintenance activity reports.
- ⇒ Perform Energy Audits for different Industries with the co-operation of GIZ and BFZ co-operations.
- ⇒ Execution of job as per schedule and approved procedures.
- ⇒ Developing, coordinating and implementing the aims and objectives of strategies and policies to reduce energy consumption, and emissions, and monitoring and reviewing the effectiveness of these policies and strategies, including coordinating annual progress reports.
- ⇒ Assume responsibility for compiling, maintain, and filling all reports, billing, and other documents required.

Notable Highlights:

- ⇒ Support the Project Manager in all the commercial and contractual issues beside creation of scope of work dictionary and time schedule management
- ⇒ Participating in project review meetings for evaluating project progress
- ⇒ Project document management system
- ⇒ Recommending products and solutions in line with the needs and requirement.
- ⇒ Prepares Detailed Project Specifications to document the overall system design. Accountable for the technical compliance of the systems delivered to the agreed overall system design.
- ⇒ Carrying out negotiations with clients on project design, specifications, pricing and delivery.
- ⇒ Interfacing with clients, vendors and cross-functional teams to optimize communications in support of project directives.
- ⇒ Formulating weekly project status and progress reports for senior level management.
- ⇒ Verification of contractor's monthly invoices according to actual work done at site.
- ⇒ Preparation of punch list and their rectification at site.
- ⇒ Responsible for carry out the all electrical equipment installation as per project Technical specification
- ⇒ Material inspection for Electrical & Electro Mechanical (GIS materials, Panel. Fire alarm)
- ⇒ Perform site supervision of all types of Electrical works based in issued Construction
- ⇒ Co-ordinates and participates in the Factory Acceptance Test and IFAT

SCHOLASTICS

- ⇒ Bachelor of Engineering in Electrical from University Institute of Engineering & Technology, Lahore, Pakistan 2006-2010.
- ⇒ Project Management Professional (PMP) certified 2014.

IT Skills:

- ⇒ Operating Systems: Windows XP / Vista / 7/8/10
- ⇒ Applications: MS Office / Outlook / Auto Cad
- ⇒ Language: C / C++
- ⇒ ERP: Microsoft Great Plains
- ⇒ Computer Technology; Computer repairs, Configuration and updating. Hardware repairs and upgrading, Virus removal and Internet Security. Installations of small networking with the aid of Routers and cables, wireless networking and Local area networking. Diagnosing and resolving Hardware, software, or connectivity problem within minimum delay. I sometimes provide solutions through the phone to problems that might have occurred to my client's PC or laptop. I also perform several other duties as required such as changing of Hard disk, DVD Rom, Ram, Motherboards, Soundcards etc. Installations of Drivers, such as soundcard drivers, camera, Bios, Utilities, Printer, etc. Hard disk formatting and partitioning. Creating databases and managing backup/restores.

PERSONAL DOSSIER

Date of Birth	7 th July, 1990
Present Address	Same as given below
Permanent Address	Mohallah Quazian Wala Near makki mosque Chowk Sarwer Shaeed, punjab pakistan
Languages Known	English, Urdu, Arabic (Beginner Level)
Nationality	Pakistan
Passport Status	AH7130582 (Expiry Date 30/06/2020)
Iqama Status	Transferable
Marital Status	Single
No. of Dependants	3
Driving License Details	Pakistan Driving License, Saudi Arabia

References

Eng. Muhammad Iqbal

Design Engineer Electrical

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