

UWAIS ABDULLA

Mechanical Engineer/ Technical Sales

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📍 Dubai, U.A.E

🚗 Valid UAE Driving license



SUMMARY

Accomplished mechanical engineer offering 7 year background in technical sales and commissioning process. A team player, driving meaningful and beneficial results, for company and customer (Production line, manufacturing, quality, customer interaction, supplier/vendor interaction). Dedicated, results-oriented engineer seeking career opportunities in a leading company where my wide variety of skills, education, and experience can be used to progress the company, as well as gain the knowledge and experience to advance professionally within the business.

EXPERIENCE

Technical Sales Engineer

North West Marine Equipment Trading LLC

📅 08/2018 - Ongoing 📍 Dubai/U.A.E



North West Marine is a leading provider of commercial marine & aviation solutions within the UAE and MENA region.

- Coordinating and managing the company's sales and marketing operations within the regional markets.
- Searching for new clients who might benefit from company products or services and maximizing client potential in designated regions.
- Developing long-term relationship with clients through managing and interpreting their requirements
- Negotiating tender and contract terms and conditions to meet both client and company needs
- Providing pre-sales technical assistance and product education and after sales support services.
- Collaborating with the design, production, engineering, or research and development departments of the company to determine how products and services could be made or modified to suit the needs of the customer.
- Assisted project managers in developing project materials and equipment lists.
- Making technical presentations and demonstrating how a product meets client needs
- Supporting marketing activities by attending trade shows, conferences and other marketing events.
- Conducting market research and sharing findings with the team.

Mechanical Commissioning Engineer

Kiklop Commissioning Design and Engineering Consultancy

📅 08/2016 - 02/2018 📍 Doha, Qatar



KIKLOP is an international Design, Engineering and Consultancy company providing quality of services at Mega Middle East Projects and Fund investments, expertise in testing & commissioning services in accordance with industry standards, guidelines and building codes.

- To complete the design & construction of the project incorporating the testing & commissioning of incomplete or modified works and systems.
- Responsible for developing end to end commissioning plans as well as perform survey of field commissioning services.
- Scheduling and coordinating work to tight deadlines.
- Handle the tasks of generating functional tests procedures, defining standard methods and techniques of obtaining better test results.
- Performed responsibilities of monitoring potential enhancements as well as assists the Senior Commissioning Engineer developing commissioning procedures.
- Outline procedures, norms and details for writing the Systems Manual.
- Responsible for preparing field reports, verifying commissioned equipment and troubleshooting equipment.
- Ensuring safe testing and commissioning of all equipment.
- Conducts site observations surveys and prepares field reports on the status of projects and completion of projects with respect to compliance to the plans and specifications.
- Make sure all systems are designed, installed, tested, operated, & maintained according to the operational requirements of the owner or final client.

EXPERIENCE

Technical Sales Engineer

Awad Ali Trading & Contracting W.L.L

05/2014 - 05/2016 Doha, Qatar



Awad Ali Trading & Contracting is the authorized agent & leading provider of ATEX Certified explosion proof products in Qatar.

- Developed and implemented new sales and marketing strategies.
- Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Introduced clients to new offerings and products.
- Locating prospects and giving product demonstration.
- Prepared product sale contracts for presentation to clients for approval.
- Develop sales plans to introduce products in new markets.
- Oversaw organization sale activities.
- Maintained excellent relations with supplier and client networks.
- Designated as part of a small team that established all sales criteria for larger projects.
- Support marketing by attending trade shows, conferences and other marketing events.

PROJECTS

Sidra Medical and Research Center

08/2016 Education City, Al Rayyan Municipality, Qatar

Client: Qatar foundation

Project: Site Supervision+ Testing & Commissioning (Cx) process

- Prepare the commissioning plan, which intended to ensure that the specified building fire protection and life safety systems perform according to the intended design and the owner's project requirements (OPR)
- Check & Verify all the equipment and systems are installed in accordance with the approved shop drawings, manufacturers' recommendations and project specifications.
- Document the operability of interconnected systems and equipment.
- Verify and document system performance through functional performance testing.
- Verify compilation and delivery of operation and maintenance (O&M) manuals.
- Ensure that FMP are adequately trained in the functioning and operation and maintenance of systems and equipment.

EDUCATION

B.S Engineering /Mechanical Engineering

Visveswaraya Technological University

09/2009 - 06/2013 Karnataka, India

SKILLS

Public Relations



Statistical Analysis



Energy Efficiency



Decision Making



Communication



Time Management



TRAINING / COURSES

Certification in QA/QC Engineering

Certified by Central Board of Examinations of 39/07 NACELL

Diploma in MEP Design

CADD Centre Training Services Pvt Ltd.