

AMIR IMTIYAZ ARKAR (SALES ENGINEER)

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Availability : Immediate Joining



CAREER OBJECTIVE

- To seek new and challenging assignments as a Sales Engineer position in an organization having exposure to continual learning & has the vision for development, growth and maintaining the high standard of business ethics.

PROFESSIONAL SUMMARY

- An efficient and proactive Technical Sales Engineer with 2.6 years of professional experience in Technical Sales Engineering & Marketing and having complete integrity in the assigned tasks and core competence in the end-to-end execution of the projects.
- Lastly associated with **DuFlon Industries Private Limited**, MIDC Mahad, India, as a Sales Engineer in the department of Lined Pipe System Development.
- Expertise in Design and Development of Teflon polymer (PTFE & PFA) lined components for Lined Piping System (LPS) and Pump & Valve Industry in compliance with the relevant world-class standards of ASTM, ASME & DIN.
- End-user of SAP S4 HANA ERP software in Material Management (MM) and Production Planning (PP) modules.

WORK EXPERIENCE

- **Sales Engineer in DuFlon Industries Private Limited - (September 2019 to February 2022)**
 - Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
 - Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
 - Monitor market conditions, product innovations, and competitors' products, prices, and sales.
 - Prepare drawings, estimates, and bids that meet specific customer needs.
 - Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
 - Coordinating with factory & clients for relevant documents approvals like ITPs, Component GA Drawings, WPS/PQR, Teflon Lining Procedure, Painting Procedure, etc.
 - Preparing the component BOMs through the customer-provided isometrics or modifying the provided isometrics as per standard dimensions.
 - Implementing continuous improvement (KAIZEN) activities by identifying/investigating areas to reduce costs and improve process capability.
 - Assisting the factory team in the Preparation of Technical documentation (product drawings, testing and process selection, and paint specifications) related to the project orders from various Engineering, Procurement, and Constructions (EPCs).
 - Assisting the Lined Piping System (LPS) Product Manager by providing them the relevant data in the development of new product lines which can add to the business revenue.
 - Continuous learning of application-based knowledge of the client requirement for the LPS components such as Spool, Elbow, Tee, Cross, Header, Reducer, Dip Pipe, Reducing Flange, Sparger, etc as per Customer Drawing/requirement.
 - Co-operation & coordination with each & every department to keep close track of project delivery-related schedules to ensure meeting of the deadline of the project so that the customer commitment will be justified.

- Continuous Improvement in the business development by working out the new product costing/estimation as per customer's Request for Quotation (RFQ) by performing calculations which includes polymer weight, process selection, fabrication cost, tooling & fixture cost, machining cost, lead time, etc.
- Well-versed with SAP S4 HANA ERP software for entering the sales order, preparing BOM and Routing, Issuing Purchase requisitions and Purchase orders, completing the confirmation entries, uploading Product Drawings (ZPD)/Parameter forms (ZPF)/Work Instructions (ZWI), etc.

INDUSTRIAL TRAINING / INTERNSHIP

- Completed Six Months of Training in *Crompton Greaves Power and Industrial Solution* (December 2018 to June 2019) as a **Trainee Mechanical Engineer** in the production department.

KEYSKILLS

- | | | |
|------------------------|---------------------------|---------------------|
| ➤ Sales Engineering | ➤ Negotiation Skills | ➤ Customer Services |
| ➤ Sales Management | ➤ Communication Skills | ➤ AutoCAD |
| ➤ Six Sigma | ➤ Interpersonal Skills | ➤ Solid Edge |
| ➤ Strategic Planning | ➤ Project Management | ➤ SAP S4 HANA |
| ➤ Marketing Management | ➤ Technical Product Sales | ➤ MS Office |

PROJECT DETAILS

- **Design and Fabrication of Vortex Tube Refrigeration System**
B.E Mechanical Academic Project (2017-18).

EDUCATIONAL DETAILS

- **Bachelor of Mechanical Engineering (B.E)**, CGPA-7.53 from Gharda Institute of Technology (University of Mumbai), India - 2018.

PERSONAL SKILLS

- Sales & Marketing Skills
- Decision Making Skills
- Leadership Skills
- Market Research/Information Gathering
- Negotiation Skills
- Flexible Working Ability
- Interpersonal & Innovation Skills
- Goal-Oriented
- Analytical Skills
- Good Management & Coordination Skills
- Excellent Written and Verbal Communication
- Active Listening
- Fine Presentation Skills

I do hereby declare that the above information is true to the best of my knowledge.

Amir Imtiyaz Arkar