

ASHHAR HASSAN

Contact: _____ **Email:** hassan_ashhar@hotmail.com; **Date of Birth:** 20th Dec 1991 **Passport:** Available
Place – Dubai, U.A.E.

ASSISTANT MANAGER SALES

Seeking a challenging and rewarding opportunity with an organization of repute which recognizes and utilizes my true potential while nurturing my analytical and technical skills.

SUMMARY OF SKILLS

- Competent, diligent & qualified Engineer, with experience of **5+ Years**. Presently spearheading as '**Assistant Manager Sales (Proposals, Estimations, Strategies, Planning, Project & Business Development)**' with '**KGN Global Products & Services**' determined to carve a niche in the domain of Consumer Products.
- Academically proficient with **B. Tech in Mechanical Engineering** from **Jawaharlal Nehru Technological University**; with expertise in **Generating Clients, RFQs, Proposals and Estimations, Handling Tender, Bid Submission RFQ, providing TQ, Costing, Technical Documentation & Commercial support to clients**.
- Use to with Several International Product Standards like, **ASME & Sections, API, ISO, BS, SHELL, JIS etc**.
- Achievement oriented with an ability to take up challenges, perform in changing work environments. Excellent technical expertise with abilities to provide exceptional customer services and support.

Achievements (Major Project) –

Successfully cracked the Purchase Orders with my Estimation Skill, Strategy & Planning as below –

- 17500 Dollar for Chevron Project – Pressure, Temperature, Differential Transmitters, Gauges, Valves.
- 7 Crore for HMEL Bhatinda Project – Flow Nozzle & Venturi Meter
- 60 Lakhs for IOCL Haldia – Calibrated Wedge Flow Meter
- 2 Crore for OBRA JAWHARPUR Project – Orifice & Flow Nozzle, & so on.

Computer Proficiency

Windows 7-10, **Microsoft-office** (2013-2017) - PowerPoint, Excel & Word, **Microsoft Dynamic Axapta, AutoCAD**.

PROFESSIONAL EXPERIENCE

KGN Global Products & Services - Dubai UAE

From Feb/2019—Till Date

Middle East Market leadership in supply & Services of products like, Valves, Transmitters, Gauges, Flow Elements.

Assistant Manager Internal & External Sales

- Develops and implements strategic, sales plans, marketing plans and forecasts to achieve corporate objectives for products and services.
- Ensure the Estimate basis is "Current Cost" & escalation is properly covered.
- Contributes information, ideas, and research to help develop marketing strategies.
- Analyses trends, data, demographics, pricing strategies & other information that can potentially improve marketing & sales performance.
- Creates & presents regular performance report for manager & executives.
- Tracks sales data & work to meet quotas or sales team goals.
- Build relationship with clients & suppliers.
- Generate new clients through superior customer service. Generate new enquiry and convert it to orders.
- Helps client and supplier with Technical skills & commercial knowledge.

Micro Precision Products Pvt. Ltd.' (A division of WIKA Group)**From Sept/2014—Jan 2019**

WIKA is global market leader in Flow, Pressure, Temperature, Force, Level measurement. The in-house gravimetric flow calibration laboratory further adds to the strength of the company. The company provides extensive engineering support for product selection and application & add. value to the product.

Sales & Marketing Engineer (Proposals & Estimations)

- Prepare cost estimates by studying blue prints, plans & related data sheets/customer's requirements.
- Ensure Tender, Clients RFQ, Technical & Commercial BID Evaluations are completed & responded in time.
- Review Customer's design data, drawings, Maintenance Manual to ensure performing work as per the requirement, standard & application codes.
- Direct Client Interactions & interdepartmental co-ordination; Technical Review & ensuring scheduled deliverables.
- Performing the detailed engineering in Flow Equipment's by using ISO, ASME & ASME Sections etc. used in various projects in Oil & Gas Sector-Refineries & Petrochemicals.
- Marketing Strategies & Business Development
- Managing activities pertaining to tendering, negotiation/finalization of deals and order processing.
- Prepare weekly reports of Order Intake, RFQ/Quote submission, Job executed etc.
- Preparation of production schedule for better flow of operations.

Lazer-Ken IT service India Pvt. Ltd.**From Sept/2013— Sept/2014**

As design service Provider Company.

Draughtsman Engineer

- Sheet Metal drafting & assembly products
- Proven team member working cross functionally & with management to meet project(s) requirement.
- Prepared Excel based worksheet for material requisition, data sheet & specification for different equipment.

EDUCATIONAL CREDENTIALS**B. Tech (Mechanical Engineering) 2013**

Mannan Institute of Science & Technology, Andhra Pradesh affiliated to Jawaharlal Nehru Technological University
12th 2009

P.M. High School, Patna, Bihar; BSE Board

10th 2007

H.H School, Hazaribagh, Jharkhand; JAC Board

Extra-Curricular Accolades & Personal Traits:

- Knowledge on relevant standards and codes like ISO, ASME, IS, BS, DIN, Shell
- Proficiency Project Planning
- Player (& captain for 2 yrs.) of college cricket team.
- Fast learner; Communication & relationship building
- Good team player as well as confident in taking leads. Being proactive and positive.
- Hobbies-Listening to music, playing snooker, travelling, Internet surfing,

Languages Known: English and Hindi