**WALEED RAZA**

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|  | **Qualifications** **B.E. CHEMICAL ENGINEERING 2010-2014****(Graduate Engineer)**UNIVERSITY OF ENGINEERING & TECHNOLOGY, LAHORE**F.SC. PRE-ENGINEERING 2007-2008****Grade: A**(**Higher Secondary School Certificate** ) CADET COLLEGE MASTUNG,BALOCHISTAN**Matriculation 2005-2006 Grade : A**(**Secondary School Certificate**)CADET COLLEGE MASTUNG, BALOCHISTAN |
|  | **Work Experience** **Power Chemicals Industries Limited (Pakistan)****Sales & Marketing Manager** **Dispersions & Pigments (March 2018- to date )** * Responsible for all Sales & Marketing related to activities for Performance & Dispersion Chemicals in Pakistan.
* Responsible for all Dispersion, Resins & Specialty Chemicals Sales in Pakistan.
* Responsible to provide Technical & Marketing support to customers i.e. conduct trial studies at customer end to ensure progressive development with small value addition.
* Responsible for all activities related to process development in NMC’s across the country.
* Research & Development Activities (Product & Market).
* Resolve complaints.
* Coordinate with production team to meet Supply & Demand position in Market.
* Compilation of monthly-annual report’s / state of the industry report.
* Ensure Sustainable Growth, Customer Relating as Solution provider.

**BASF Chemicals & Polymers (Pakistan)****Field Manager Sales** **Dispersions & Pigments (May 2016- March 2018)*** Working as Technical Officer at BASF Chemicals and Polymers Pakistan under supervision of Business Manager.
* Dispersion and pigments are the core components of Paints, Papers, Inks, Packages and Adhesive industries.
* Core responsibility is to provide technical Know-how to clients for developing new and latest product based on BASF R&D India.
* Setting up recipes for paint industries where we provide technical specs of each resins and their functionality.
* Paper industries are also supported by our company by providing and developing card boards in cost effective and excellent durability.
* Providing specialties to client like developing spotless paints, water proofing and water proof inks and printing is also lead under our business unit.
* Performance of product is tested by trials at customer’s end, we by being responsible for the development.
* Inducting new technologies in the market for performance enhancements
* Construction Chemicals are also key, and we developed different range with customers like SIKA & PAGEL.
* Sales facilitation and providing all post sales services is also responsibility which is shuttered by me.
* Conducting Telecons and Presentation session for us with international team by which new development and strategies are shared for being competitive in market and for developing clients and their processes.
* Sales processing and price approvals is also an important and core part of the job.
* Forecasting in region Costumer Specific Price approvals.
* Training for developing new products and support at client end.

**Kansai Paint Pakistan****Technical Executive Engineer (Sept 2014- May 2016)*** Working as Technical Executive at Kansai Paint Pakistan trained at plant under technical team supervision.
* Performed complete set of testing at lab which is required for analysis of paint and its performance.
* Also gone through complete technical process of the production till required product is formed.
* Quality assurance testing of product and sustaining tests required for their performance like Salt Spray test , Humidity test etc.
* Working at different customers Plant to solve their run time Problem in application and paint process.
* Core responsibility also includes sales facilitation and providing all post sales services.
* Achieving contribution margins and regulating constant growth in it by developing new business
* Managing product development according to need of market and customers satisfaction.
* Pro-active monitoring application process with standard equipment’s at customer end for ensuring and observing application accordingly.
* Provide application expertise as well as support in process application
* Application, Services, Testing, Quality assurance and Quality stability is values for maintaining positive CRM.
* Managing a territory under which influential clients are also included such as Atlas Honda, Atlas Autos, Pakistan Spring & much more.

**Internships****UCH Gas Processing Field ODGCL Pakistan** **(June 2013 – July 2013)*** Worked under Process department and learnt how process is controlled & monitor by Shift Engineer.
* Observed and learnt how to manage staff and have heavy duty work from them.

**Kashmir Sugar Mill Shorkot Pakistan (July 2013 – Aug 2013)**.* Worked under Maintenance department and learnt how to manage and maintain machines for upcoming session and to eradicate failures

**Final Year Project****Production of Vinyl Acetate Monomer**Vinyl acetate monomer (VAM) is a colorless liquid with a low flash point and characteristic odor. It is soluble in most common organic solvents, but not soluble in water. . VAM is easily polymerized alone, or with other monomers, such as acrylate esters, to produce polymers for a wide variety of industrial and consumer products.**Objective of Project*** Our purpose was to offer a realistic example that is uniquely suited for academic researchers pursuing simulation, design and control studies.
* In this project we presented design details of an industrial process for the manufacture of vinyl acetate monomer.

**Leadership and Skills**

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| * Being part of this organization which is leading world from last decade, Leadership and team management is improvised in the employee which I am enjoying as well
* Worked with my business and technical team for solving different issues for customer reliability and ensuring positive business addition for the organization.
* Also in student life managed different events under the banner of SPACE and BDS as well as remained appointment holder in Cadet College.
* Regarding projects, presentations and class activities, worked as an active and cooperative member of the team.

**Communication Skills** * Attended many workshops focused to improve communication skills. Confident presenter and keep the audience involved with effectual verbal and nonverbal communication as well as by asking/answering questions.

**Analytical Skills** * A strong ability to apply logical thinking to the gathering and analyzing the information.
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| **Extra Co-Curricular Activities**  |

* Executive member at Blood Donor Society UET Lahore.
* Campus Ambassador of EDI Islamabad.
* Member at SPACE (Society of Pakistan’s Advancing Chemical Engineer
* Selected in the HEC scholarship program titled “Quality Education opportunities for the students of Baluchistan”.
* First position in table tennis (double) Annual sports 2011.
* 3rd position in English debate in 6th annual Seerat-Ul-Nabi conference.
* Winners of Race to Technical Forums
* Participated Inter-Campuses Technical Project Presentation

**Interests*** I have keen interest in travelling and have taken every opportunity to go and discover new places.
* Also participated in riffle shooting, horse riding and tent pegging in my college.
* Actively took part in other sports activities as well

**References**  * Will be furnished on demand.
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