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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**   |  | | --- | | * 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. | | **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. |