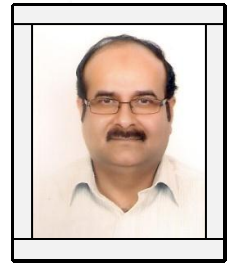


Curriculum Vitae (CV)



Name: Abdul Hafeez Raheem

Date of birth: 29th March

Nationality: Pakistani

Marital status: Married

Current Address: Al-Khobar, Saudi-Arabia

Contact information:

Mobile no: +966503826938

Email: ah2000sa@hotmail.com

Link to my LinkedIn profile:

PROFILE AT GLANCE

- More than 30 years of experience in the field of Metallurgical & Mechanical Engineering , Sales, Product Management, Marketing and Business Development.
 - Highly experienced in managing large scale Machinery orders and commissioning of high with value.
 - Proven ability to identify business opportunities and provide the management and technical expertise to sales representatives to achieve revenue targets.
 - Time Management, Team work and Strong leadership skills
 - Consultation, Training and Development
 - Computer skills - MS Word, Excel and PowerPoint
 - Strong Research and Analyzing skills - Quality Control, Quality Assurance and Data Analysis
 - Strategic planner - strong interpersonal, communication, problem solving and decision making skills with the ability to complete, convey complex technical requirements/data and achieve fiscal bottom-line results.
 - Technical expert on Steel Forging, Heat Treatment, Surface Treatment, Thermal Spray HVOF & Plasma by Robots and Machine Tools & Metal Working Machines.
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PROFESSIONAL EXPERIENCE

TEC MEG Industrial Solutions (June 2014 – Till date still working)

Working as a Business Manager taking care of Rental Business for Air Compressors, Diesel Generators, Mobile Cranes, Forklift. Business Development for Machine Tools and Mechanical & Electrical Projects sub contracting.

Accomplishments:

Formed Exclusive Agency Agreements with the following European Companies:

- SERTOM srl Plate Rolling, Flanging, Hydraulic Press, Profile Bending – Italy.
- Gruppo Maccabeo HOT DIP GALVANIZING PLANTS Manufacturers – Italy.
- Quotations worth SR.20 Million submitted.

Pan Gulf Welding Solutions (2008 – April 2014)

Worked as Product Manager for the Machinery Division (Dammam Head Office)

- Sales of Lathe machines, Milling machines, Drills, Iron workers, Press brakes, Shearing machines, and Rolling machines for Conventional & CNC types Kingdom wide.
- Installation, Commissioning, Training & Maintenance of machines sold for mechanical, electrical & hydraulics.
- Training newly hired Engineers and Sales Representatives

Accomplishments:

- Developed Exclusive Agency Agreements with the following esteem firms:
 - Chester Machine Tools – U.K
 - MVD Inan Hydraulic Press Brakes & Shears – Turkey
 - Cuteral IMAS Bandsaws – Turkey
- In Fiscal year of 2013, achieved the sales target.

ISCOSA [Siemens – Westinghouse] (1996-2008):

Worked as Shop Supervisor of Westinghouse, Fiat & Mitsubishi Power Generation Hot Gas Path components

- Welding, rejuvenation by vacuum heat treatment furnace, EDM, thermal spray coating by 6 axis fanuc robots for HVOF (High Velocity Oxygen Fuel) and Ceramic TBC (Thermal Barrier Coating).
- Looking the metallurgical & metallographic lab.
- Quality Control and Quality Assurance and Qualification work.
- Also worked for ISCOSA Repair Facility (Motor Rewinding, Transformer Repair, turbo Machinery Repair & Balancing, etc)

Al-Rugee Industrial Marketing Co. (1990-1996)

Worked as a sales engineer for metal alloys & Machine Tools for 1 year

Promoted as Product Manager for the Machine Tools within a year

Accomplishments:

Developed the Machine Tools Division and Exclusive Agency for the following esteem firms:

1. Excel Machine Tools – U.K through Passtech.
2. Morgan Rushworth Press Brake & Shears – U.K through Passtech.
3. Davi Rolling Machines – Italy.
4. Garryson Carbide & HSS Burrs – U.K through Passtech.
5. Universal Grinding Wheels – U.K through Passtech.

Pakistan Machine Tools Factory (1982 – 1990):

Worked as Assistant Manager, looked after:

Forging shop:

- Forging of open and closed die Automobile gear blanks
- Normalizing Heat treatment and shot blasting of components.

Pressures Die Casting shop:

- Casting Honda CD70 motor cycle hubs & Gas meter bodies with Aluminum alloy.

Surface Treatment shop:

- Bright nickel & chrome plating of motor cycle silencers & mud guards. Zinc & cadmium plating of parts and Hard Chrome plating of rocket launcher bores.

Heat Treatment shop –

- Gas carburizing of Gear teeth for Massey Ferguson & Fiat tractors.
- Induction Hardening of automobile axle shafts
- Press quenching of Crown wheels and Salt bath heat treatment of die and tool steels, Nitriding, Carbo-nitriding etc.
- Heat treatment of armament mortar gun barrel.

PROFESSIONAL DEVELOPMENT

2007: Computerized Control Robot Thermal Spray Coating – Sulzer Metco

2006:

- Non-destructive Testing (NDT) Level II in Florescent Penetrate Inspection- Siemens
- Quality Control and Quality Assurance training - Siemens
- Emotional Human Sensitivity Training - Siemens

2008-2014: Attended various technical international seminars and exhibitions, including UAE, Germany and Turkey

EDUCATION

NED Engineering University, Karachi, Pakistan (1982)
Bachelor's of Metallurgical Engineering

HOBBIES

Reading, Travel, Sports and Music

REFERENCES

Available upon request