

# ARSHAD SHAREEF

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## Sales & Application Engineer



### PROFESSIONAL SUMMARY

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- Well-organized, hardworking and ambitious engineer with valued expertise in Mechanical Engineering.
- Adept in the selection and sales of seismic restraints, vibration isolators, flexible connectors, expansion joints, pipe hanging & fixing system, air filtration system, and fans.
- Well acquainted with the application of engineering standards like ASHRAE, NFPA, ASCE 7-05, IBC, UBC and seismic restraint guidelines.
- Experienced in handling small sections in hundreds of projects ranging from high-rise towers, airports, museums, malls, hospitals, data centers, warehouses, hotels and resorts.
- Proficient with HVAC equipment selection software.
- Excellent planning, organizing and team management skills.
- Easily adaptable to working with a diverse team of people.
- Possesses valid UAE driving license and ready to relocate.

### PROFESSIONAL EXPERIENCE

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Mechanical Engineer

Dec 2014 - Present

Intercool Central Air Conditioning LLC, Abu Dhabi, UAE

- Prepared technical submittals, compliance statements as per specifications and project requirements.
- Attended to client's queries and provided them with the required information and clarifications on the quotation and technical submissions.
- Collaborated with the logistics and design teams dedicated to the same client to ensure the highest quality of materials and services are being delivered.
- Maintained and developed business contracts with existing and potential customers.
- Incorporated innovative ways to drive sales by merchandising and product demonstration campaigns, as well as selling and promoting the products to walk-in customers and developing field accounts by establishing product and service sales goals.
- Executed projects including estimation, design and site inspections.

### ACHIEVEMENTS

- Actively contributed to the company's sales department to successfully achieve the targets and increase sales volume of the company.
- Received recurrent appreciation for managing the workforce efficiently and achieving timely completion of projects.
- Praised for being a keen observer during site inspection and preparing reports with technical details for proper installation.
- Acknowledged by clients for establishing effective communication to address their technical problems and providing value engineering.
- Studying the potential of the customer and arranging for meetings to build new leads and opportunities.

**Major Projects:** SeaWorld Abu Dhabi, Zabeel DCP, Amsaf Mall, EXPO 2020 UAE Pavilion, Al Wasl Tower, Al Jeel Tower, The Dubai Mall, Dubai Creek Residences, DEWA Data Center, Abu Dhabi International Airport MTB, Louvre Museum, Al Taweela Alumina Refinery, Sheikh Khalifa Medical City, H02 & H03 Resort Hotel, NAS Arena Indoor Futsal Stadium.

## Mechanical Engineer

Sep 2012 - Sep 2014

### Star Air Systems, Karnataka, India

- Performed heating and cooling load, pump head, static pressure calculations and selected HVAC equipment.
- Designed ducts using equal friction/velocity reduction methods and chilled water pipe sizing.
- Ensured the availability of material and approval by inspection department prior to installation apart from coordinating with other disciplines for site clearance.
- Supervised site activities for safe work environment, controlled use of material to avoid wastage and complied as per the approved shop drawings & specifications.
- Actively involved in the weekly meetings with the project manager to update the progress and resolve site related issues.

**Projects:** Employees State Insurance Corporation campus

## Trainee Engineer

Jan 2011 - Dec 2011

### Look Refrigeration and Air Conditioning, India

- Administered projects on service and maintenance of HVAC equipment with a team of technicians and supervised their tasks.
- Worked on engineering academic projects related to plumbing, firefighting, LPG and garbage handling systems.

**Projects:** IT Parks, Pharmaceutical companies and Banks

## EDUCATIONAL QUALIFICATION

Bachelor of Engineering, Mechanical Engineering  
Osmania University, Hyderabad, India

June 2012

## TECHNICAL SKILLS

- HVAC Designing & Drafting
- Revit Architecture & MEP
- AutoCAD 2D & 3D
- Microsoft Office

## VOLUNTEERING ACTIVITIES

- We Are All Police, Abu Dhabi
- Special Olympics, Abu Dhabi
- FBMLO Golf Tournament, Abu Dhabi
- Dubai Cares, Dubai