

## **MUHAMMAD HASSAN IJAZ**

**MOBILE: +92 341 2359230**

**Email : [hassanijaz194@gmail.com](mailto:hassanijaz194@gmail.com)**

**ADDRESS: House # C-215,  
Shamsi Housing Society Malir  
Halt – Karachi.**

### **OBJECTIVE:**

Justify my qualifications and experience to become an active member in the development of the organization and society by adaptation of my skills and to join a competitive environment where I will be able to utilize my capabilities in a maximum manner to expose myself and to unleash the horizon with the spirited management.

### **QUALIFICATION:**

- **BS-Electronic Engineering (2013)** from Sir Syed University of Engineering & Technology.
- **Intermediate- FSC (Pre- Engineering)** from Dj. Sindh Government Science College.
- **Matriculation-Science** from Shamsi Society Model School.

### **WORK EXPERIENCE:**

#### **ENERCON SYSTEMS INTERNATIONAL PVT. LTD**

##### **Deputy Sales Manager (Feb 21 to Present)**

- Responsible for the business development in Synchronization system, LV Switchgear, MCC Panels, NGR/NGS Panels & Solar system.
- Promote the company owning products like DIES controllers, Harmonics suppressors, and Auto fuel filling system.
- Ensuring the effective marketing activities and educate the customers in right direction by using effective promotional techniques.
- Establishing and maintaining the good relationship with the customers to provide the effective solution as per their needs by using the company owning products.
- Sharing the plan and strategies with the managers that how can achieve the assign targets.
- Randomly visits to the customer's site, understanding their problems and provide the effective solutions which fulfill their requirements.

#### **SWES ENGINEERING & SERVICES (OES Vendor)**

##### **Project Sales Manager- Solar (Jan 2020 to Jan 2021)**

- Contribute to business development, including identification of key drivers, scoping proposal, development and relationship management.
- Track project key performance indicators (schedule, cost, quality & scope) and provide inputs or corrective action to ensure progress is according to plan.
- Negotiate variation orders as required, managing scope, technical issues and commercial commitments.
- Offer technical and commercial solutions to local contractors performing project construction works based on past experiences and industry best practices.
- Assist with solar ON grid & OFF grid design optimization for cost reduction and performance improvement.

## **PROJECTS:**

- **M/s KIA Lucky Motors- Port Qasim**  
Supply & Installation of Mechanical structure & Electrical system for 2.69 MW Solar
- **M/s Artistic Fabric Mills- Manzil Pump**  
Supply & Installation of Mechanical structure & Electrical system for 200 KW Solar
- **M/s Baqai Diabetic Hospital- Nazimabad**  
Supply & Installation of Mechanical structure & Electrical system for 190 KW Solar

## **R.A ENGINEERING & SERVICES Pvt. LTD (OCT 2013 to Feb 2019)**

### **Project Engineer:**

- Responsible for installation, troubleshooting and manage the generator/Mains synchronizing, load sharing, load management, energy analyzing related project.
- Prepare and analyze the SCADA system which is fulfill the client demand.
- Monitor and support the commissioning team during installation in all means.
- Development of single line diagrams after site visits & provide complete technical support to customer in coordination with field services department.
- Responsible for design and installation of NGR Panels and Choke coils.
- Responsible for execution the laying/splicing of Control cables and fiber optics cables related projects.
- Maintain contacts with consultants, contractors, vendors, and material suppliers.
- Co-ordinate with Client / Consultant's representatives for any site instructions and inspection of works.
- Manage electrical material available in stock according to the project schedule and site requirement.

## **PROJECTS:**

- **M/s. Suparco**  
Installation & supply of Synchronizing Control panel for two Genset along with installation of 630A Breaker in Existing Power Panel.
- **M/s. Alkaram Textile Mills**  
Supply and installation of Synchronization system for Jenbacher and Caterpillar Genset with load shed system and SCADA.
- **M/s. Soorty Textile Mills**  
Manufactured and Installed NGR panel for 1MW & 6300V Genset.
- **M/s. Mari Petroleum.**  
Supply of Resistive type 100KW Load Bank consist on 4 Stages.
- **M/s. Yunus Textile Mills-6 Nooriabad**  
Supply of Synchronizing system for 3xCatteroiller Genset with Mains and Bus coupler. Also supply NGR system to limit the current on neutral.
- **M/s. Gulahmed Textile Mills-4**  
Supply and installation of synchronization system for multiple Gensets including load shed system and Scada.
- **M/s. Getron Industries**  
Supply and Installation of Synchronization system for 2xPerkins Genset, 6xJenbacher Genset with Mains supply and also implementation of load shed system.

### **INTERNSHIPS:**

- Pakistan International Airline (OCT 2010-DEC 2010)
- Pakistan Steel Mills (JULY 2011-AUG 2011)
- International Aeradio Limited (JULY 2013-SEPT 2013)

### **TRAINING & WORKSHOP:**

- Attended one-day Workshop on Risk & Hazard Safety Management, arranged by Pak Safety Solution.
- Attended Ecodile Software training arranged by Schneider Electric.
- Attended ABB LV Design software training arranged by ABB.
- Attended internal training session of MS Office.
- Attended one-day training on Leadership Grid which is arrange by R.A.

### **CERTIFICATION:**

- MS PROJECT software from Aptech institute.