

## Ghulam Murtaza

Mob No: +92 308 3471036

PEC No: Elect / 32674

E-mail: gms.engineer@gmail.com



### PERSONAL INFO

To obtain a career oriented position, offering expansion of knowledge and an immediate challenge, in reputable organization. Seeking a competent position to utilize my skills and abilities in the Industry that offers professional growth while being resourceful, innovative and flexible.

### KEY SKILLS

- Talkative skills in sales to increase business for Company.
- Command on Installations/Troubleshooting and Maintenance of Gen.sets & UPS.
- Command to give professional trainings & presentation to staff as well as client.
- Command in Orion , Okta & CRM System
- Command to prepare monthly sales & technical reports
- Command to handle F/M projects & AMC-contracts.
- Command to handle projects management, planning with team work.
- Command on Customer service & build relationship with valuable clients.
- Sound Knowledge of trenchless technology in rehabilitation technical work.
- Command technical , conceptual & interpersonal skills

### PROFESIONAL PROJECTS

- Handle Project Mid Field new Airport ( Abu Dhabi ) & Midfield & HUB Operation.
- Handle project of ADNOC.Dist for Preventive and routine Maintenance for Repairing of Stand by Generators at Filling Stations in Abu Dhabi, Al-Ain & West: Region in UAE.
- Handling project of DU & Etisalat Tower Generators of all sites for Preventive & Routine maintenance and trouble shooting in Abu Dhabi, Al-Ain & West: Region. UAE
- Handle projects for Electrical and Power distributions in large U-Phone in Pakistan.
- Handling projects for the Installation & Maintenance of high pulse UPS's at Standard Chartered Bank, State Bank of Pakistan and Muslim Commercial Band MCB.
- Command to get business to develop organizations to the top.

## **ETIHAD AIRPORT SERVICES GROUND**

**Abu Dhabi Airport**

### **Operation Officer – ( Midfield & Hub Operation)**

***From: Jan-2016 till March-2020***

- Excellent communication skills which help while communicating general instructions and airport safety.
- Maintenance and repairing all **Ground Support Equipment (GSE)**.
- Physical strength and composure which make working for long hours possible and enjoyable.
- Technical meetings with F/M vendors like ENGIE, ENOVA etc.
- Excellent understanding maintenance schedules and the changes in the same.
- Capacity to manage schedules of A.M & P.M and adjust with the fast paced working surroundings
- Proven ability to analyze the essential data quickly and accurately.
- Individuality as well as team spirit which help working either independently or in a big team with equal efficiency.
- Preparation daily, weekly & monthly report to head of the department.
- A deft hand in operating relevant computer applications like MS Word, Power Point, Excel and Outlook.
- Co-ordinate with purchase and operation department.
- Conduct and attend training for operation department and safety procedures.
- Ability to communicate precisely orally, in writing.
- Command to make schedules of Maintenance of all Ground Support Equipment.

## **QUEEN FILTER TRADING**

**QUEEN GROUP**

### **Business Development Manager UAE**

***From: March-2015 to Dec-2015***

Having wide range of Filters like **MANN, Wix, Donaldson, Fleetguard, Filtron, Stauff, Sankei Roki, Filton, TG Filter, Turbo precleaner, Gas turbine filter, Lube finer, Hengst,**

**Baldwin, ARGO, FILTREC, KS filters and Ecoguard filters from USA, UK, Japan, Singapore and Korea etc**

Builds market position by locating, developing, defining, negotiating, and closing business relationships. Sending Quotations, follow-up orders receive customer complaints/formulate and start corrective action and follow notification from Credit Control & liaise with customer to resolve accounts receivable issues. In addition, negotiate/ explore customer's needs/ concerns/standpoint to create a win-win solution and follow-up on quotes, monitor performance. Set KPA's.

- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company

strategies and operations; examining risks and potentials; estimating partners' needs and goals.

- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Courtesy Visits to Customers & meeting New Customers, introducing Company Products & Services as a part of continuous Business Development.

### **TRE - TECHNICAL RESOURCES EST- Albwady Group UAE**

#### **Sales / Service Engineer- Abu Dhabi**

***From: Feb-2012 till – Feb-2014***

- Handling all Equipments like **Generators, Compressors, Tower Lights, and Welding Machines & Panels.**
- Manage **Abu Dhabi Region** through outbound calling (e.g. price increases/product introductions), new products and recommend Feasible Solutions to meet the customer's needs
- Sending Quotations, follow-up orders receive customer complaints/formulate and start corrective action and follow notification from Credit Control & liaise with customer to resolve accounts receivable issues. In addition, negotiate/ explore customer's needs/ concerns/standpoint to create a win-win solution and follow-up on quotes, monitor performance against deadlines and milestones, delivering results and meeting customer expectations and accomplish the set KPA's.
- Monthly Reports to the Management. Carrying our Quarterly Performance Analysis of the Department..
- Maintaining Proper Communication & Healthy Relation with the Customers. Carrying regular Site Visits & Maintaining Relations with the ground Staff.
- Monitoring the New Developments within the region, approaching the developers & introducing our company.
- To visit all customers of the assigned portfolio to promote new products and gathering all technical and commercial data necessary to achieve a Sale. Identifying together with the Technical Dept., all the necessary solutions to technical and commercial issues that best satisfy the customer's needs
- Adopt and implement a detailed maintenance plan, which is designed to minimize if not eliminate all unplanned equipment outages.
- Perform duties to handle **ADNOC.Dist for Preventive Maintenance & Repairing of Stand by**

### **IEC - THE IMPERIAL ELECTRICAL COMPANY**

## Imperial Group in Pakistan

### Service Engineer

*From: 2006 to 2011*

- Perform duties as Incharge of Service Department. Trained and manage teams for timely completion of projects and BAU work
- **Handling Installation, Commissioning & Implementation Power system ( Row Power, Generator & UPS 's**
- Routine service, Maintenance & On call trouble shooting of Genet's
- Held projects for Electrical and Power distributions in large like **PTCL, SIEMENS. MOBILINK, TELENOR & U-Fone.**
- Handling projects for the Installation & Maintenance of high pulse UPS's Standard Chartered Bank. & StateBank of Pakistan.
- To deal with commercial UPS (**1KVA to 200KVA**) of different brand like Power ware (Eaton), MGE, APC, Emerson..

Installation and Operation of different types of Switches like ATS, STS and PDU (Power Distribution unit).  
etc

### PROFESSIONAL TRAINING & CERTIFICATIONS

- Training of Airside safety @ Standard.
- Training of Ground Support Equipment GSE Operation.
- Training with certificate of workplace coach @ Coaching on the job.
- Certificate of Appreciation award for demonstrating the value of '**Taking Responsibilities**'.
- Certificate for the recognition of excellent contribution and effort and star of the month from September-2019 to December -2019.

### ACADEMIC QUALIFICATIONS & AFFILIATIONS

- **2004** Bachelors in Engineering (**B.E. Electrical**) Mehran University Jamshoro Sindh Pakistan
- **THESIS:** Design & Implementation of **Neural Network** based control for heat losses of Thermal Power Station.
- **1998** H.S.C (Pre Engineering) Govt Higher Secondary School Daulat pur Nawabshah Sindh Pakistan.
- **1996** S.S.C (Pre Engineering) Govt Higher Secondary School Daulat per Nawabshah Sindh Pakistan.
- Pakistan Engineering Council (PEC)
- Higher Education Commission (HEC)
- Certified by UAE Embassy.

### PERSONAL INFO

- Father name : Abdul Razaque Soomro
- Birth date : 05/05/1980
- Nationality : Pakistani
- Passport No : AE 5225274
- Visa Status : Employment
- Marital status : Married
- D/Licance : Light Vehicle valid from 2013 to 2023 ( UAE )