

# **Curriculum Vitae**



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**Job Objective:** - A Store Manager is a professional who is responsible for overseeing the daily operations of their store, making sure it runs smoothly and effectively. Their duties include motivating sales teams with great customer service as well as developing business strategies that will help them achieve success in a competitive market place. Work is performed independently within established policies and procedures under the general direction of an administrative superior. Planning, Maintenance, Development and Installation of building Mechanical Equipment, willing to work as a Mechanical (HVAC, Plumbing, Firefighting, Painting Work).

Store Operation & Maintenance of Plant's Machinery, Oil & Gas, Ceramics Industries and Cement Industry. Vehicles - Service, Heavy Earthmoving Machinery, Automobile, FAW Van, Ford Tractor, Motor Cycle, Auto Rickshaw.

**Professional Qualification:** - BE in mechanical engineering from MUET Jamshoro Pakistan in year (1992 – 96) with first class.

**Professional Membership:-** Pakistan Engineering Council –PEC No. Mech: 13059. (26-7-97)  
Saudi Engineering Council No: 19 256 237

## **Job Details, Duties & Responsibilities are as below**

**Company:** Al Mehdi Match Maker Dukem Ethiopia.

**Position:** Store Manager Operation (Automobile Industries)

**From:-** Sep 2021 to Updates

- Worked in various Mechanical Engineering as Store management units since Jan 1997 to till date. I have got hands-on Experience, interacts with materials department for arranging spares as required by sites & base workshops.
- Manage daily operations of 3 locations and activities of a team consisting of 6 assistant managers, 10 associates, and 15+ sales staff.
- Develop business strategies to raise our customers' pool, expand store traffic and optimize profitability.
- Meet sales goals by training, motivating, mentoring and providing feedback to sales staff.
- Ensure high levels of customers satisfaction through excellent service.
- Complete store administration and ensure compliance with policies and procedures.
- Maintain outstanding store condition and visual merchandising standards.
- Deal with all issues that arise from staff or customers (complaints, grievances etc).
- Expertly manage the daily financial operation, encompassing invoices processing, statement oversight, cash flow security,
- Manage the accurate inventory, optimized the sale performance.
- Achieved the sale targets consistently, surpassing the monthly goals by an average of 15%.
- Assisted in visual merchandising contribution to 10% in sales
- Developing store strategies to raise customers' pool, expand store traffic and

optimize profitability. Meeting sales goals by training, motivating, mentoring and providing feedback to store staff.\

- Ensuring high levels of customers satisfaction through excellent service
- Duct installation complete work with, Hangers, Bracings, Locking work, Splitter Damper, Volume control dampers, Motorized dampers, Air devices.
- Well versed in fabrication of all kind of Industrial Pipe line & Fire Fighting system.
- Prepare of Purchase orders and Finalization Procurement of all machinery Spare parts & Raw material.
- Store Manager performing the functions of troubleshooting and breakdown / preventive / corrective / routine maintenance for reducing machinery downtime to minimum.

**Company: DJ Engineering Pvt Ltd, Hyderabad Pakistan**

**Position: Store Manager Operation (Automobile Industries)**

**From:- Oct 2019 to Aug 2021**

- Manager Store Operation: Responsible all Camp operation management, Chinese's Coordination, Store Handling, Purchase Technical parts, Firefighting & safety.
- Analyzes business acumen in order to deliver seamless customer journey
  - \*Drives the team to achieve store KPIs
  - \*Handles audit compliance in the store
  - \*Manages rostering of the team
  - \*Coaches and monitors staff performance
  - \*Works closely with relevant departments to ensure proper communication of operational matters
- Responsible for managing all official works.
- Prepare spare parts list, job allocation, and daily activities for the major overhauling equipment's.
- Prepare of Purchase orders and Finalization Procurement of all machinery Spare parts.
- Prepare scheduling report for each breakdown equipment's.
- Attend the weekly meeting conducted by Store manger and discuss with Staff for parts follow up.

**Company: Efficient Air Condition Industries - Dubai - UAE**

**Position: Store Manager Operation (HVAC, MEP)**

**From:- Feb 2018 to Aug 2019**

- Directly supervised and managed 60+ employees in the Store Management and Team Handle.
- Store Operation and Maintenance of Firefighting & HVAC system.
- Good Knowledge of store Parts Ducting Fabrication & Inspection and Quality control.
- Analyzes KPIs in order to increase sales
  - \*Supervises about 15 pax
  - \*Coaches and monitors staff performance
  - \*Ensures seamless customer service
- Ability to ramp up projects with competence and cross-functional skills to carry out Scheduled planning, monitoring and co-ordination with clients & Head office to ensure project completion in projected time & cost.
- Store responsible Service & Repaired, Atlas-capo rotary air compressor, Ingersoll-Rand Aircompressor, Cater Pillar Diesel Generators.
- Studying the Fire Fighting System and instrument diagrams and identifying the pipelines and systems.

- Comprehensive knowledge of Implementation and Analysis Audit ISO 9000
- Excellent project management and organizational skills. Carrying out routine periodic maintenance Responsible for managing all official works.

**Company: Yanbu Commercial Sea Port, Yanbu- Saudi Arabia**

**Position: Sr Mechanical Engineer (Store - Maintenance)**

**From:- Dec 2014 – Nov 2017**

- Managing Store Parts, Firefighting, Automobile, Fire Safety, Firefighting Pumps, and HVAC System and Plumbing System and Management of office work
- In Store Handling, firefighting system (sprinkler system, Riser, reactions system, fire pump sets, fire safety equipment's & FM200 suppression system).
- Mechanical Inspection of color to equipment, like Pillar Hydrant, underground hydrant, MS Seamless pipe, Joints, protect from rust and corrosion and All Types of Valves.
- Mechanical Engineering with thorough knowledge of Testing, pre-commissioning and commissioning
- of complete firefighting systems for mainly Building services projects as per standards.
- Pumping systems, air-compressors, air-dryers, vacuum pumps, heat exchangers, pressurization systems, water tanks, greaser recovery system, mechanical and electrical hoists and fire systems such as sprinklers, hose reels, detection systems, pre-action sprinklers and FM200 etc. in accordance to the fire safety requirements.
- Design diesel engine power house, to supervise all site and workshop operation and maintenance activities,
- Engine overhaul and repairing activities at workshop, calibrate Interface and Reprogram of Deep-Sea
- Controllers.
- There were six Generator set ISO 8528, Engine Model – 3516C, Rated Power 3125 KVA, 2500 KW.
- Maintenance & Trouble shooting of HVAC system of 1600TR
- Store Purchase, HVAC Accessories Chillers, Cooling Towers, Air Handling Unit, Fan Coil Units,
- Condenser Pumps (75KW with VFD (variable frequency drive) control, Chiller Pumps (75KW with VFD control). HVAC System, Quality Control Inspection, Maintenance, Installation and Development of new products.
- Fire Fighting system (CO2 system for switchgear room, Cooling water & foam system for fuel oil tanks,
- Hydrant System for whole CPP (Corrugated Plastic Pipe) for Transformers and fire protection system.
- Instruments installed in Pipe lines are control valves, temperature transmitter, pressure transmitter,
- flow measuring differential transmitter, rotary equipment's etc.
- Checking the piping materials as per Codes and Process Standard

**Company: Frontier Ceramics Ltd (Forte) Peshawar Pakistan.**

**Position: Assistant Manager (Store)**

**From:- Aug 2012 – June 2014**

- Store Manager arrange Plant Equipment's like Conveyor & Rollers, Gear, Centrifugal pumps, pneumatic pumps,

- Managed day-to-day in-store activities to ensure that inventory management, sales, and employee training were managed to reduce any friction between employees and customers
- Ensured key visuals, standees and offers were placed effectively so customers could get a clear view from afar increasing sales of the store by 80%.
- Worked on reducing the expenses of the store on an ongoing basis ensuring that all resources were being efficiently utilized to make the store profitable.
- Metering pumps, heat exchanger, vessels, Kiln, Gear Box, Conveyers, Scrubbers, Screw Feeder, Vacuum, Ball mill,
- All type of Bearing. Mechanical Seals, All Types of Valves.
- Store Manager all work manage and office work, Give All demand to Procurement department
- EHS (Environmental Health Services) trainings include Safe working procedures SWP (Safe Working Procedures) (safety documentation etc.).
- Store responsible rented Generator Diesel Engine Overhaul & maintenance for different applications Dieselpump.
- Introduced concepts like Internal Audits: (ISO- 9000 standards) employees, identify their training needs , Planning of daily manpower needs in order to ensure freight is delivered and picked-up on time
- Expertise in monitoring of maintenance work on daily, weekly & monthly basis.
- Improving maintenance and reducing breakdowns through analysis of site and service reports
- Training of site and service staff and Technicians
- Strong technical knowledge of pumps, diesel engines and pump applications, Supervision and Execution of Dewatering Projects for the Rental Division.

**Company: PM Auto Industries Ltd Hyderabad Pakistan**

**Position: Assistant Manager Plant Operation (Automobile Indus:)**

**From:- Feb 2008 – Dec 2011**

- Directly supervised and managed 50+ employees in the Equipment and Transport Department
- Supported the district manager in conducting weekly meetings, delivering quality reviews, and setting goals
- Recruited potential talent for associates across all levels in the store while overseeing the hiring for part-time jobs, conducting interviews, and leading new hire orientations
- Increased sales by 47% over a period of 2 years
- Acknowledged as one of top 3 managers of the year with lowest employee turnover out of more than 60 managers
- Negotiated sales and pricing plans of products with 25+ vendors and suppliers
- To control the assembly process of 4-cylinder engine.
- Transmission assembly process, tractor & cargo vehicle assembly process, paint shop process and get the output of finish product of tractor & cargo vehicle (Model Euro – F 5880) and FAW Truck and FAW Van.
- To get the output of finish product for final operation of Tractor & Cargo Vehicle.
- Familiarity with heavy equipment operation and maintenance procedures and process
- Heating and air conditioning systems, low-pressure air systems, fuel systems, lubrication systems, exhaust systems, hydraulic systems. Firefighting System, Hydrant upper and underground,
- Installation and testing and commissioning of Piping.
- A: Compressed air pipe line.                      B: Oil (gas) pipe line.

- C: Water pipe line (Plumbing)                      D: Firefighting pipe line
- To get output of tractor assembly and transmission assembly as well as get the output
- from paint shop according to given target.
- Maintenance of all Mechanical Equipment of plant, Conveyor line for ground and overhead.

**Companies: - Memon Motors Pvt Ltd Hyderabad-Pakistan**

**Position: - Mechanical Engineer (Automobile Industries)**

**From:- Mar 2005 – Jan 2008**

- Management of Plant and office work, Sound ability to inspect new vehicles and equipment for compliance with contract specifications.
- Maintained all vehicles and equipment in strict compliance with manufacturers' specifications and federal and state safety regulations.
- To control the defect of incoming component as well as line process inspection and maintain the AQL (accept Quality level) according to the drawing specification.
- Participate in the repair and maintenance of IC engines and accessories
- To maintain audit programmed for Engineering Development Board (EBD).
- Responsible for Store, ensuring adequate supply of spare parts / consumables and workshop equipment

**Company: Zeal Pak Cement Factory Hyderabad- Pakistan**

**Position: Mechanical Engineer (Maintenance & Operation)**

**From:- Mar 2000 – Dec 2004**

- Management of plant and office work, Developed a strong working knowledge of Conveyor Belt, Rollers, Stalkers, pumps, blowers, hydraulic systems and pneumatic systems.
- Maintenance activities of Heavy Earth Moving Machinery Like Excavators, Dozers, Wheel Loader, Drilling m/c, dumpers, haul truck, Grader, Compressor Unit and Power
- Generators' bulldozers and cranes,
- Tracked functioning of heavy equipment, identified the anomalies and repaired the defects
- Examined the fixtures, fixed up the joints and tightened the loose connections
- Reviewing the condition of machinery regularly and action plan taken for the preventive maintenance.
- We are Coordinating with cross-functional teams such as purchase and Materials for better performance And availability of Equipment's.
- We are preparing a MIS (Management Information System) reports and review it weekly for operating performance Cost on machines (Fuel, Spares, Lubes, Repairs), B/d and utilization analysis.
- To find method of improvement on maintenance processes to improve productivity of equipment's.
- Check Engine's Transmission, Differential and PTO (Power Take-Off) etc.
- We are implementing Plant safety, health and environment standards in our unit for better output and performance from mechanic teams.
- Prepare schedules for repair, overhauling, and maintenance of all equipment and machinery

**Company: Fateh motors ltd, Hyderabad- Pakistan**  
**Position: Production Engineer (Automobile Industries)**  
**From:- Jan 1997 to Feb 2000**

- Management of plant and office work, Installation and Commissioning of Main Assembly Line Conveyor and Engine Assembly Line Conveyor under Supervision of Chinese Erectors.
- Installation and Commissioning of Phosphate Plant (Parts Degreasing Plant).
- Worked as Mechanical Engineer of different shops at different times. Such as Engine Assembly shop, paint shop, Quality control and phosphate plant.
- Operation & Maintenance of all mechanical equipment at plant (Compressor, Generator, and conveyor).
- Plant Maintenance Jobs. Parts Quality and Prices, checking of drawings given to drafting personnel and ensure they are working in accordance with relevant work instructions. In depth knowledge of supply chain management.
- Evaluating vendor performance based on PQD (Product/ Quality/ Delivery) for higher quality of services from vendor.
- Prepare visual inspection report, equipment history card and major repair plan before start the major overhaul of equipment's.
- Successfully Implemented the ISO Systems in the organization

## **Professional Training**

- IOSH Safety Course 2016
- OSHA 10 HR
- Construction Safety Course
- OSHA 30HR
- Safety Course 2015
- Health & Safety Environment Engr= 2013
- MS Office XP (Word, Excel, Power Point) =2005
- Auto cad 2002 = 2004
- Paint Inspection = 1999
- ISO 9000 Course of Awareness= 1999
- ISO 9000 Internal Auditor Programme = 1999

## **Personal Details:**

Nationality	Pakistani
Date of Birth	March 15, 1973
Languages	English, Urdu, Sindhi, Punjabi
Spoken	Bachelor of Engineering (Mechanical
Technical	Engineering) in 1996
Qualification	MUET Jamshoro, Sindh,
Passport no	AF8441914 (17 Aug 2023 to 15 Jul 2028)