

CURRICULUM VITAE

Name : Md Kutubuddin Sk
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OBJECTIVE:

To motivate myself and my colleagues to pursue a technically challenging and stimulating career in the water treatment industry with a reputable company that provides great opportunities to stay abreast of the latest trends.

As a diligent and dedicated individual, I am committed to making value addition & contributions to the organization through sincerity, hard work, and dedication.

HIGHLIGHTS OF QUALIFICATIONS:

- ✓ Prepared the technical and commercial offers that maintain or improve the company's profitability, with a clear understanding of the risks and liabilities contracts, and negotiated acceptable terms on behalf of the company,
- ✓ Ability to prioritize work tasks, multi-task, and maintain focus,
- ✓ Provided technical support to sales during customer negotiations.
- ✓ Profound knowledge of process like WTP, STP, and Desalination, pumping stations, P & ID etc.
- ✓ Reviewed technical specifications, prepared the Technical and commercial proposal, submission, BOQs, Invoicing, payment follow up, Inventory, following up with logistics team for border clearance, developed performance guarantees (KPI), and provided technical support to team (local distributor).

PROFESSIONAL SKILLS:

- Proven experience for sales and services for industrial water treatment specialty chemicals application like Scale inhibitors/Anti scalant, corrosion Inhibitor, Biocides, Disinfectant, Polyelectrolytes, dispersant, pH Booster, Alkalinity builder etc.
- Experience in leading teams, managing project delivery, prioritizing tasks, and mentoring.
- Possess excellent organizational, analytical, and problem-solving skills.
- Highly self-motivated and possess the ability to work effectively within a team.
- Experience and skills in negotiating and procuring chemicals (like Alum, Salt, Caustic, Sodium / Calcium Hypochlorite, Acids, etc).
- With extensive experience in team leadership, I possess proven skills to prioritizing tasks, developing proposals, and rapport build up with client.
- Able to manage sales, services, and projects for Industrial and Water Treatment Chemicals.

ACADEMIC BACKGROUND:

Examination/ Degree	Institute	University/Board	Year	Marks/Grade
B. Tech. in Chemical Engineering	Heritage Institute of Technology (HIT-K), Kolkata, WB, India	West Bengal University of Technology (WBUT approved by AICTE)	2011	8.39
H.S (12 th Standard)	RGBC Institution, WB	WBBHSE	2005	78.7 %
Madhyamik (10 th Standard).	Fatepur Sreenath Institution, WB	WBBSE	2003	85 %
MBA in Marketing- Distance Education	SMU-Ballygunge Branch, Kolkata	Sikkim Manipal University (SMU)	2017	+60%

EXPERIENCE:**Experience: Total 11.0 Years' Experience:**

Having dynamic professional with rich and diversified experience in the various fields like Cooling water treatment (CWT), chemical application for Steel & Metal industries, Boiler water treatment (BWT) for power & energy industries, Chemical application in Reverse Osmosis membrane, De Salination application, Poly Electrolyte (PE) application for mining & wastewater application, operating of Na-Hypo generating unit using Salt solution etc.

- 1. Name of Employer** : Ion-Exchange India Ltd (IEIL), Kolkata
Period : July 2012 to May 2017
Designation : Service Engineer
Place : Eastern Zone (WB, Odisha, Jharkhand, Chhattisgarh)
**Nature of
Duty/Responsibilities** : Engage in problem-solving by performing Cooling water, Boiler Water analysis, interpreting data, and Troubleshooting/ providing recommendations like optimal dosage to ensure customer operations to be performing at optimal levels to meet KPI Standard.

Name of Customers : TATA Steel-Jamshedpur, Hindalco Power and Smelter-Hirakud, Electro steel-Bokaro, Essar Steel-Paradeep, Jindal Steel & Power (JSPL)-Angul, Vedanta Aluminium-Jharsuguda, ITC-Tribeni, KIC Metaliks-Durgapur, SAIL-Power Plant-Asansol, Jindal Stainless-Jajpur, Inland Power-Ramgarh, Kesoram Rayon-Kuntighat, Essar Steel Barbil, Goel MG Gases-Oxygen Plant-Asansol.

2 Name of Employer : Metito Overseas Ltd LLC, Oman
Period : July 2017 to Dec 2019
Designation : Application Engineer
Place :

- Jindal Shadeed Iron & Steel (SMS-Plant), LIWA, Sohar, Oman
- Al Jazeera Steel, Sohar Industrial estate.
- Oman Aluminum Rolling Company-Sohar Industrial Estate

Nature of Duty/Responsibilities : Daily basis Activities like Sampling, testing, water analysis, Dosing, monitoring, & report submission to customer. Performing monthly, quarterly, and yearly audits for Cooling Water System communicate with clients through mail and phone for betterment of services. Billing, Invoicing, payment follow up, inventory management, etc

3 Name of Employer : Metito Overseas Ltd LLC, Oman
Period : Jan 2020 to till date
Designation : Sales Engineer
Name of Customers : Oman Aluminum Rolling Company-Sohar Industrial Estate, Al Mouj-Muscat, Naranjee HirJee-Local Distributor, Global Chemicals & Maintenance-Azaiba, Elecnor Target (JV)-Batinah, Oman Chlorine-Sohar, Oman formaldehyde Chemical Company LLC, Al Tamam Ferrochrome, Sohar International Urea Chemicals(SIUCI), IBRI Ministry Hospital, Modern Steel-Rusayl, NAPCO-Rusayl.

**Nature of
Duty/Responsibilities**

- Responsible for customer visits, understanding their requirements, converting requirements into business opportunities.
- Responsible for management and sales growth of existing accounts as well as the development of "new" targeted accounts throughout the Indian sub-continent.
- Responsible for meeting or exceeding the Forecasted Sales Targets set for each customer account.
- Shall have expertise in creating different presentations, MIS reports, forecast business opportunities and convert forecasts into actual purchase orders,
- product planning for ease of executing the orders in hand.
- Attending Customer Meetings, Sales Meeting, Company Department Meetings.
- Close follow-up for customer enquiries, timely submission of offers, execution of every order to provide and respect on time commitments to internal and external customers.
- Handling customer complaints or concerns quickly and professionally to maintain good customer relationships and ensure repeat customers.
- After Sales Service and continuous support to customers.
- Target achievement
- Rapport builds up with customers.

PERSONAL DETAILS:

- Name : Md Kutubuddin Sk
- Father's Name : Md Jahangir Sk.
- Date of Birth : 20th April 1987.
- Marital status : Married.
- Nationality : Indian (Passport No. W0290983)
- Permit in Oman : Employment Visa as Chemical Engineer.
- Driving License : 111909477(Issued in Oman)
- Permanent Address : Dakshin Alipur, Bishnupur, 24 PGS(S), 743503, WB,India.

Professional Memberships:

Name of Institute	Type of Membership	Since	Membership No.
Oman Society Of Engineers (OSE)	Professional Engineer	25 th July 2023	E-OSE/23/779

DECLARATION:

I, Mr. Md Kutubuddin Sk, hereby announce that the information and details shared in this resume are correct and inclusive. I take full liability for the correctness of the information.

Signature

Md. Kutubuddin SK

Date : 15th March 2024.

Place : Muscat, Oman

Md.Kutubuddin Sk