

# YASEEN NAZIMUDDIN RAJPURKAR

B.Sc. (HONS) Quantity Surveying and Construction Management, B.Sc. Physics

Kingdom of Bahrain

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Construction, Infrastructure, Advertising & Sales Industry

## EXPERTISE

Building Information Modelling (BIM)		Project Management		Architectural Designs	
3D Visualization	Trade Show Designs		Photogrammetry	Fit out Plans	Branding
Landscape Designing		Interior Designs	Sales & Marketing		Communication Skills
Training & Development		Planning & Coordination			Field & Site Supervision

## PROFILE

**Self-Motivated, Strong analytical and Problem-solving skills:** Self-motivation helps me to set concrete objectives and attain desired goals with few directions or precedents.

**16 Plus Years** of professional experience, acquiring continuous professional training and working in challenging Construction Project Management, Project Operations, Advertising and Sales fields, helped me to develop analytical and problem-solving skills in dealing with challenges ranging from formulating project concepts, managing sensitive and complex issues, implementing projects to achieve desired deliverables within resource, budget and time constraints. The ability to conceptualize, synthesize and quick learning, allows me to see connections and applications for various work tasks in different business settings.

## PERSONAL INFORMATION

**Nationality:** Indian

**Residence Location:** Bahrain

**Gender:** Male

**Visa Status:** Residence Permit

**Birth Date:** 14<sup>th</sup> November, 1981

**CPR No.:** 811173534

**Marital Status:** Married, (Three children)

## EDUCATION



**B.Sc. (HONS) Quantity Surveying and Construction Management - 2016**

International College of Business and Technology - Sheffield Hallam University - UK



**B.Sc. Major in Physics - 2004**

Rizvi College of Arts Science and Commerce - Mumbai University – India

## ACADEMIC ACHIEVEMENT

- Research Thesis:** HYDROPONICS: Building Greenhouses and Hydroponic Farms to Secure and Flourish Food in Qatar.

**URL:** [http://www.openthesis.org/document/view/603144\\_0.pdf](http://www.openthesis.org/document/view/603144_0.pdf)

## TECHNICAL SKILLS

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- Building Information Modeling & Animation - Autodesk Revit and Autodesk Maya
- 2D Drafting & Animation - Autodesk Auto CAD and Adobe Flash
- Photogrammetry - Agisoft Metashape
- Graphic Designing - Adobe Illustrator and Adobe Photoshop
- Video Editing - Adobe After effects
- Miscellaneous skills - Java2, Oracle8.0, C++

## IT SKILLS

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Office Administration - MS Office (Word, Excel, Power point)

## CERTIFICATIONS

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- **Marvel Management Training Institute (Bahrain)** – PMP – Project Management Professional Exam Preparation Training.
- **Qatar Green Leaders (Qatar)**- Certificate of completion and successfully passed the test for Autodesk Revit Architecture 2014, Professional Workshop.
- **Qatar International Safety Centre W.L.L. (Qatar)** - Certificate of Competency for the successful completion of one-day training programme in Fire Warden.
- **The Workstation, Microsoft Certified (India)** - Certificate of completion of Autodesk Maya, curriculum covering 3D Character Setup, Animation and Dynamics.
- **Arena Multimedia (India)** - Certificate of completion in Character Animation, Elastic Reality, and Virtual Reality.
- **Arena Multimedia (India)**- Certificate of completion in Illustrator, Photoshop, Flash, Pagemaker, Soundforge, Director, Premiere, 3D Max, HTML, Dreamweaver, and Java Fundamentals.

## WORK EXPERIENCE

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**Since November 2019 – Present:**

Sayyar Trading Agencies as Sales and Marketing Executive – Kingdom of Bahrain.

### **Sales Role & Responsibilities:**

- Engage in superior customer service by making information readily available.
- Persists in sales even under extreme pressure.
- Demonstrate products and services as deemed necessary by clients and management.
- Schedule appointments and meetings as necessary.
- Responding to Client Queries.
- Make product knowledge readily available to self and other sales people through various resources.
- Strategize to sell products in the face of a down market.

- Research client base to find new types of customers and sells to them accordingly.
- Create a plan for gaining customers and retaining them.
- Analyze the competition to create a plan for engagement.
- Make product appeal to the target market.
- Train other sales people in the art of selling.
- Demonstrate superior time management skills and meets sales deadlines.

### **Marketing Role & Responsibilities:**

- Manage social media marketing campaigns and day-to-day activities.
- Develop relevant content topics to reach the company's target customers.
- Create, curate, and manage all published content.
- Oversee design (i.e.: Social media graphics).
- Design, create and manage promotions and social ad campaigns, being sure to integrate with company's overall marketing campaign plan and channels.
- Become an advocate for the company in social media spaces, engaging in dialogues and answering questions where appropriate.
- Develop organizational elements in order to implement a proactive process for capturing happy, loyal customer online reviews.
- Monitor trends in social media tools, applications, channels, design and strategy.
- Implement ongoing education to remain highly effective.
- Monitor effective benchmarks (Best Practices) for measuring the impact of social media campaigns. Analyze, review, and report on effectiveness of campaigns in an effort to maximize results.

### **Since August 2017 – October 2019:**

Art Retaj as General Manager – Kingdom of Bahrain.

### **Managing Company Activities as follows:**

1. Architectural Designs – 3D Visualization
2. Trade show designs.
3. Retail Shop Designs.
4. Interior Designing, Fit out plans, Layout Planning, Space Distribution.
5. Landscape Designing (Parks, Gardens, Greenhouses etc.)
6. Branding (Logo Designs, Content writing etc.)
7. Social Media & Marketing Services.
8. Photogrammetry
9. Web Site Design

**Since Oct 2007 - July 2017:**

Hassad Food Company as Project Coordinator/Designer – Project Management and Operations Department - Doha, Qatar.

**Role & Responsibilities:**

1. Prepare quality designs, plans and drawings, 2D/3D AutoCAD - in a timely manner:
  - Plans and drawings complete, accurate, clear, concise, well laid out, logical and well-coordinated.
  - Delivered in timely manner with proper planning and self- checking (QA/QC) before submission for internal approval.
  - Deliverables meets Client/Stakeholder Requirements.
2. Effective collaboration and cooperation with project team members:
  - Proactive engagement and collaboration with project team members.
  - Ensure design brief and information base is accurate and current.
  - Proactive resolution of design gaps, coordination issues.
3. Timely Reporting and Compliance with HFC Internal Processes, Procedures and Systems:
  - Timely reporting of progress of work and task.
  - Well Managed Document Management, Control, Archiving, Retrieval System and Procedure.
4. Maintain and Constantly Improve Quality of Work:
  - Regular and as required attendance at project/site meetings and site visits and undertaking actions arising in a prompt, proactive, cooperative and successful outcomes mindset to achieve successful results.
  - Timely proactive and quality delivery of outputs and assigned tasks without errors/no rework/abortive work within deadlines.

**Jul 2006 - May 2007:**

ABC International Limited as Graphic Designer - JAFZ (Jabel Ali Free Zone), Dubai, UAE.

**Role & Responsibilities:**

- Involved in marketing and client handling.
- Designing leaflets, brochures, facial tissue box designs, etc. using Digital Printing Machine.
- Managed production and distribution.

**May 2006 - Jul 2006:**

Dreamz Kraft as 3D Set Designer - Mumbai, India.

- Designed a 3D Film Set Design for a song sequence of a movie.

**May 2005 - Jul 2005:**

Premier Teknomedia as 3D Designer – Doha, Qatar.

**Project Details:**

- Title: Blue House - Stones Exhibition  
Team Members: 1  
Client: Blue House  
Description: Exhibition of various wall stone patterns, name plates, etc.
- Title: Equestrian Club Counter  
Team Members: 2  
Client: Equestrian Club  
Description: Trade show design

**Feb 2004 - Feb 2005:**

Kreativve Arts as Chief Designer (3D Modeler) - Mumbai, India.

**Role & Responsibilities:**

Created designs in areas of Store planning and layout, shopping shops, fixture designs, fabrication and many similar kinds of designs.

**Project Details:**

Title: AQIS Shopping Center Interiors

Team Members: 2

Client: AQIS Philosophy gabbana

Description: Interior designing for the Boutique Shopping Center

**REFERENCES AVAILABLE UPON REQUEST.**