

LATEEFUDDIN QURAISHI

Instrumentation Engineer / Business Development Manager

Highly motivated Instrumentation Engineer with a strong background in business development seeking a challenging position in a dynamic organization. Committed to delivering exceptional results through strategic planning, relationship building, and technical expertise.

14 years of diligent work experience in Maintenance, Construction, Project management, and Business Development.



Contact Information

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Languages

English

Advanced

Hindi

Advanced

Skills

Teamwork

Problem-Solving

Leadership

Maintenance

Troubleshooting

Industrial Works

MsOffice

Communication

Experience

Instrumentation Engineer / Business Development Manager

Al Kooheji Technical Services W.L.L RasZuwayed, Kingdom of Bahrain

Jan 2017 - Present



Business Development Manager

- Supervised a team of sales executives and guided in support, system handling, customer satisfaction
- Conducted market research to identify potential clients and opportunities for business growth.
- Prepared and presented proposals to clients, highlighting the company's capabilities and value proposition
- Looking after sales of the company services, generating clients to the company, market study, focusing on profits, creating sales strategy, participation in the suitable tender and getting the projects.
- Developed sales strategy that increased the market representation and sales.
- Managed to established and nurtured the partnership with the industrial manufacturer companies and got an authorization dealership in the middle east for a grating and steel material from overseas.
- Guidance and advising on increasing the project percentage by choosing the right companies to deal with which managed to make a project deal of a 50% profit.
- Purchasing of the specialized equipment or machinery as demanded by the project team, in a best rates comparative to the market and as per the best specification and documentation from local and overseas.

Project UK Navy Security Force (UKNSF) (Water Utility Improvement Project)

Project Manager

- Allotted as a project manager for the Water Utility Improvement Project awarded to Al Kooheji Technical Services by UKNSF Bahrain at Mena Salman.
- Handling a team of 50 employees including mechanical engineer, civil engineer, electrical, engineer, safety officers, and workers.
- Preparation and Reviewing of the Method of Statement, Technical Submittals, Drawings, etc.
- Cost Estimation work for the entire project to achieve the target within the timeline of 8 months.
- Installation of 30 KW 3 Pumps with the VFD control system, Construction of Water softening building, Installation of water softeners (3 m3/hr & 2m3/hr), Removal and repair of the fire hydrant valves,
- Controlling cost flow, raising variation orders, raising completion work invoices, procurement of the required material, providing competitive subcontracting works, monitoring daily work progress, Undergoing the military standard quality and safe work.
- Reporting to the client UK naval Captain project manager and Sergeant officers for the progress of the project.
- Attending Inspections, Board of meetings, Safety Meetings, Progress meetings, etc.

Skills

Business Strategies

Sales



Project PPM STP (Maintenance contract SEOMD) Contract/Project

Senior Instrumentation Engineer

Project PPM & OPERATIONS EWA (Electricity Water Authority)

Project Incharge

- Manage and Coordinate with ElectroMechanical Team for Planning, Maintenance & QC works of Sanitary Treatment Plant.
- Follow up on regular PPM activities concerning the PPM schedule for electrical & instrumentation.
- Preparation of maintenance reports daily PPM report, monthly PPM report includes PPM activities, equipment status reports, vibration analysis, emergency breakdown reports, spares consumed reports, etc.
- Provide technical support to the team if required with a possible best cost effective solution in the duration of breakdown.
- Reporting to a client on an immediate basis if any rectification, trouble, activities noticed.
- Maintenance and troubleshooting of instruments at types of equipment such as Inlet & outlet channel flow meters, Turbidity sensors, Sludge depth level sensor, Screw pump RTD, Level electrodes, MOV actuators, Fresh Air blower, Samplers, etc.
- Carrying out work measurements, Billing, raising invoices, correspondence with the Ministry, administration, and execution of contract works.
- Preparing work scope for contracts, submitting to contract, inviting contractors, utilizing tender quotations for approvals to award the contract as a representative of Ministry Engineer at SEOMD Bahrain.
- Project incharge for the PPM and Operation of the two pumping stations located at Diyar ul Muharraq and Maintaining the quality work utilizing a quality management system reflecting the Monthly, Quarterly, and Yearly PPM. Maintenance and Calibration on pH, Conductivity, Chlorine analyzers, Chlorine leak detectors, Solenoid Valves, Chlorine Cylinder weigh scales, Pumps (RTD, Vibration Sensors, RPM, Pressure gauges), DPT Differential Pressure Transmitters, Electromagnetic Flowmeters, Chlorination Panel, LSH, LSL, etc.

Instrumentation Supervisor

Arabian Sugar Company B.S.C Hidd, Bahrain

Sep 2013 - Jan 2017

Factory Capacity Sugar Refinery 1800T/D Maintenance

Maintenance Incharge

- As an accountable Instrumentation Engineer, managing a group of Instrumentation Department employees.
- Creating work orders and updating the reports on the online ERP system.
- Periodically reporting to the maintenance manager and creating PM and CM reports.
- Maintenance and calibration of various analyzers such as pH, Conductivity, Oxygen, and other field instruments (Control valves, on/off valves, MOVs, flame detectors, ignition transformers, dosing pumps, Flow meters, Differential Pressure Transmitters, Weight Bridge, Weighing Scale, Belt Scale, Wrapping Machines, Bagging systems, centrifugal instruments, a dryer drum, level sensors, actuators, load cells, conveyors, Brix System etc.) as per the SOP, Schedule and on breakdown.
- Scheduling shutdown tasks and carrying them out in the allocated time.
- Steam turbine and boiler maintenance and troubleshooting.
- Performed task in the renovation instrumentation works at Power Generation Steam Turbine and Boiler.





Alliance Projects W.L.L.

Instrumentation Engineer

Alliance Project S.P.C Manama, Kingdom of Bahrain

Aug 2011 - Sep 2013

Construction Project 1800T/D sugar refinery Construction Instrumentation Engineer

- Performing an examination of the engineering design and execution as per the drawings and layout.
- Creating documentation for standard based quality control and analysis. Reviewing the IO List, GAR/IAR, BOM, P & ID, system architecture, task Specification & Datasheets and carrying out the basic engineering operations.
- Contribution to the PreFAT, FAT, and SAT testing's being successfully completed. Tracking the site progress and marking up the timeline as per the project timeline and highlighting if any delays occur due to any unfortunate reasons and finding the best solutions to meet the time line to complete the project in the target duration.
- The creation of MSRs (Material Supply Requests) in accordance with field site requirements.
- The installation of instruments at the site as per the PID drawing which including all the instruments, valves, etc such as PIT, TIT, FIT, MOV, control valves, and gauges, Setting up the MOVs' (Motor operated Valves) and other complicated valves and startup as per the instructions from the user manual of the manufacturer.
- Coordinating with the PMT (Project Management Team), PID (Project Inspection Department), and Sutra (Consultants).
- Coordinating the building project with the QA/QC Division.
- Loop checking of instruments during SCADA system PRECOMMISSIONING.
- Creating a weekly report on progress and submitting it to the project manager. Preparation of the Work instructions, method statements, procedures, and inspection reports.



GLOBAL S. S. CONSTRUCTION

Instrumentation Engineer

Global SS Construction - Oil and Natural Gas Company - Neelam Platform

Mumbai, India

Feb 2009 - Feb 2011

Neelam Offshore Plant (ONGC) Oil & Gas 200,000 m³/d PPM/ Maintenance Instrumentation Engineer

- Temperature, flow, level, pressure, and Flow Transmitter Calibration Positioner Calibration Analyzers, dosing pumps, control valves, etc.
- Maintenance work and maintaining solenoid valves, on/off actuators, etc. in a healthy condition by monitoring the maintenance schedule.
- Supported test engineers throughout the Unman Offshore Platform's Wellhead testing.
- Creating weekly updates on progress, reporting to the manager, and noting the issues hindering it.

Education

BTech in Electronics and Communication Engineering

Jawaharlal Nehru Technology University Hyderabad, India

2005 - 2009

References

Naveen Palagudu

Thales Group

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