**RAJKUMAR URF IQBAL AHMED** 

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Engineering & Management professional with 20+ years of rich hands on experience in various field, Steering Leadership to diverse businesses looking to share experience & capabilities in a Senior Management Position.

Worked in the Middle East and India with track record of managing Profit & Loss, Growth of Companies, Business Process Engineering, Business Development, Operations Management, Business Management and strategy & handling more than 4500 equipment and company owned vehicle.

**PROFILE SUMMARY**

* Nearly 20+ years of experience in **Repair & Maintenance, Mechanical Operations Management -Automobile, Business Development, Equipment Rental, Transportation and Logistics Operations in Oil & Gas, Construction sector & Heavy Engineering.**
* Skilled in overseeing a gamut of functions including service repair, warranty management, new products induction, service policy analysis, training and customer complaint
* Adept in preparing / advising specifications, drawings for plant improvement measures
* Demonstrated excellence in administering operations pertaining to Budgeting, Planning, MIS, Fuel Distribution Management, Transport & Logistics (EPC) Management
* Adept in developing maintenance & operations procedures to increase the efficiency
* Expertise in implementing standards and ensuring adherence to quality standards through in-process checks
* Adroit in managing service functions for enhancing operational efficiency and streamlining the working standards of operating system for Separate Cost Centre for Plant and equipment division.
* An effective communicator with excellent skills in building relationships.
* Expert in turn around the company for the unit in profit by providing the service in house as well Clint.

**CORE COMPETENCIES**

* Taking stringent quality measures to ensure compliance with objectives, standards & customer’s requirements
* Optimizing process performance and ensure continuous work improvement by effectively analyzing the process parameters in order to meet the production targets
* Tracking project progress and taking steps for mitigating any risks
* Conducting inspection tests for determining the effectiveness of equipment
* Identifying areas of obstruction & taking steps to rectify the equipment by the help of troubleshooting tools
* Conceptualizing & implementing service plans / policies for ensuring accomplishment of business goals across the assigned regions
* Providing immediate service support to the clients for resolving their issues and complaints in compliance with preset guidelines and rules
* Inspecting and quoting on all service and warranty work and conducting operational assessment and sign-off of service quotes and warranty assessments

**ORGANIZATIONAL EXPERIENCE**

**Currently associated two Comany with Ray Group- Seven Point International as Sr. Manager-Maintenance & Logistics since Oct.2013 & Operation Manager- Jobson Middle East-Part of Jobson Italy for Marine.**

**The Ray Group (**[**www.rayoman.com**](http://www.rayoman.com)**) in Oil field Rigs, Energy, Logistics, Oil Field Supply, Rental, Trading, Precision Engineering and construction in GCC and other country based group.**

**Heading Central workshop Maintenance operation, Construction Equipment, Earth moving equipment, Oil field supply, Logistics & Transport Management, Rental business, PDO jobs ,Fabrication & Modification, Satellite operation in south & North Oman leading with 150 People under 04 Manager and Engineers and large fleet Managing more than 4500 Equipment and company transport.**

**Mar’12 –Sep.2013 with Al Nahdha Al Omaniah Group Co. (ANOC Group)-Muscat –Oman as Head – Plant & Equipment Division**

Role:

* Accountable for handling Oil Field-PDO Operations and Central Workshop Operations - CEB
* Responsible for building and managing construction equipment mobilization/de- mobilization and hiring/de-hiring of equipment-Managing large size of fleet/equipment.
* Managing rental business of construction equipment & heavy equipment/ transport/ earthmoving equipment
* Spearheading repair and maintenance activities of Heavy Equipment & fleet operation of Central base equipment for Construction
* Overseeing Central Workshop Management for the repair of Vehicles and Construction equipment
* Business Development & Steering operations related to separate Cost Centre of ANOC, training, general operational management-PDO and Transport & logistics Division.

Accomplishment:

* Instrumental in converting these two sick units into profit making units

**Jun’07 – Mar’12 with Inter Mass Engineering Group- Sharjah as MWS Manager (HOD Plant, Machineries & Fleet).**

Role:

* Involved in:
* Managing company owned plant & equipment and workshop and providing support & service for the on-going project in construction of Heavy Equipment’s for road & building project.
* Handling fleet transport management, marine boat maintenance, etc. and looking after cost analysis, budgeting, planning, imparting training on new equipment’s to Operator & Fleet Drivers0
* Handled capital purchase of equipment/machineries as per requirement of project
* Ensured safety compliances and arranged certification for operators & associate machineries
* Managed repair & maintenance cost report of equipment & MIS to the site/branches and handled Six Senses-Ziggy Bay Hotel Oman Maintenance activity (www.sixsenses.com)

Accomplishments:

* Essayed a stellar role in:
* Formulating SOP for the workshop duly approved by the company
* Creating system & procedure for boat & dhows maintenance
* Serving as Member of the team formed to study & present the Inventory Management System in spare parts inventory control
* Dexterously suggested several improvements for reduction in dead stock & easy retrieval / inclusion of JIT Concept and undertook training from various Manufacturers to upgrade the skill of Technical Staff
* Instrumental in building 24 hours brake down team to provide the service at location

**PREVIOUS EXPERIENCE**

* Aug’00 – Feb 05 with **Tata Motors**- Dealers Service Manager/Sr. Manager Service- UP & Maharashtra India
* Jul’85 - Jul’00 with Indian Navy as Marine Engineers**/**Workshop Head / Fleet & Logistics (Transport) In-charge

**EDUCATION**

* M.Tech. (Mechanical) from Karnataka State Open University, Mysore
* M.M.E. from Institute of Technology & Engineering Studies Pune in 2009.
* PGDM-(PM & HR) from I.I.M.M., Pune (BIMS - AICTU Approved B Business School Pune) in 2005.
* Graduated from Indian Armed Forces-Marine Engineering Branch (Indian Navy) in 2000.

Other Courses:

* Professional Marine Course (DME) from Centre of Marine Technology (CMT), INS from Shivaji Lonavla, Pune India, Received “**Best Passing Out DME Award**” from **CMET 1985 batch**.

IT Skills: Well versed with Seibel, Data Matrix, Auto Deal (Automobiles Service Package), Windows 9X, Windows XP, Window Vista, MS Office & Internet Applications and ERP

**PROFESSIONAL ENHANCEMENTS**

* Successfully attended the following:
* Fire Fighting, Security & Safety Management from **Naval NBCD School-Pune**
* TML-Works Manager Course
* After Sale-Service and Customer Handling Management-7th Idea and NIS Sparta
* TQM-PM Dealership Management-Pune
* Oil Field-P.D.O. Course- Safety Leadership /HSc Induction/H2S & IFR/Coaching Mentoring & Competency Assessment by National Training Institute Muscat Oman
* **Member –IA Eng. (International Association of Engineer’s)-No 111678 Dt.07 Feb.2011**
* **Member –American Indian Science & Engineering (AISES)-ID No -34967258**
* **Member- American Society Of Mechanical Engineers (ASME)-No -000100108430**

**Achievement: 2014-2015**

* **Scored 98% In Isuzu Technical Seminar at Japan.-Awarded service Contract for Oman**
* **Awarded PDO Certification & Modification contract for 02 yrs**
* **Awarded OOECP Authorization inspection contract for 03 yrs**
* **Awarded Occidental Service contract for 02 yrs**

**PERSONAL DETAILS**

Date of Birth : 1st January, 1967

Linguistic Abilities : English, Hindi, Telugu, & Marathi

Residential Address : Flat No 506 -5th Floor Bank Doffar Building Alkhuwaur Muscat Oman

Permanent Address : 408,VRS Plaza, Civil Line, Jhansi-284001, U.P India

Passport Details : J 1307080

Marital Status : Married

No. of Dependents : 2

Nationality : Indian

Driving License Details : UAE/OMAN-90051531

Visa Details : Residency