

# HUSAIN RAJKOTWALA

*3+ Years' of Experience in Project Sales of Corrosion Protection coatings for pipelines to Mega EPC Contractors in Oil, Gas & Water Pipelines Industries.*

## Work Experience

**Executive – Sales & Marketing / Project Coordinator**

**Feb 2017-Feb 2020**

**AL QAHTANI PIPE COATING INDUSTRIES - Dammam, KSA**

### Accomplishments -

- ✓ Oversaw bidding of small and high value local and foreign contracts, securing SAR 10m+ business p.a.
- ✓ Handled 50+ Clients and awarded 100+ Purchase Orders.
- ✓ Dealing with a Team of 65 headcounts, composed of 7 Field Construction Crews.

### Major Projects completion:

- ✓ Saudi Aramco's Marjan TP10 Project- Mcdermott Middle East.
- ✓ Adnoc's Haliba Project, U.A.E - L&T
- ✓ KOC's Feed Pipelines for new refinery Project, Kuwait - SAIPEM S.P.A.
- ✓ Saudi Aramco's Five (5) Pipeline Replacement @ Berri Field Project – Dynamic Industries.
- ✓ Saudi Aramco's Four SSS weld head decks & associated submarine project – NPCC
- ✓ Saudi Aramco's LTA2 MRJN-ZULUF Project -SNAMPROGETTI Saudi Arabia Co. Ltd.

### Roles & Duties Performed:

- Manage independently the projects assigned by the Sales Manager & support the Sales Manager for all other projects of the group towards meeting customer satisfaction & Secure / improve the project margin.
- Review of client's RFQ for internal & external corrosion Protection coatings for Pipes, fittings, Pre-fabricated Spools, Valves & Girth welds.
- Leading the communication with customers & internal functions to satisfy the project objectives.
- Review of client's Coating Specifications to confirm AQPCI's Compliance & submission of AQPCI's Deviations & Exceptions on client's Specifications (if any).
- Cost Estimation & to obtain raw material prices from suppliers for costing purpose.
- Preparation of Technical & commercial Bids.
- Arranging & Representing AQPCI in Techno-commercial, Kick off meetings & Vendor Pre Inspection Meetings with Major Oil & Gas Companies in Middle east, Europe, Asia & Far East.
- Finalizing Inspection Activities in ITP with End Users, Contractors & AQPCI's QC personnel.
- Random Monitoring of AQPCI's QC personnel Queries Clients may have about Coating Applications & coating Products suitability, considering service Conditions & coating Products Manufacturer's recommendation.
- Plan all actions & follow-up of quality of execution, contract deliveries, Customer inspection, Target deliveries & manage all actions towards the effective conduct of project deliverables.
- Support Marketing Activities e.g. Participation in International Conferences, Trade Shows and Exhibitions for new business opportunities.

**Research Executive -**

**Dec 2013 - Feb 2017**

**GLOBALLY MANAGED SERVICES - Mumbai, India**

**Responsibilities:-**

- Conduct research across a wide range of assignments including market assessment & sizing, competitive analysis, industry/sector analysis, and business plans etc.
- Perform extensive primary and secondary research to build a detailed understanding of the target market, industry, company or opportunity.
- Collect, analyze and synthesize research findings to develop valuable insights and strategic recommendations for the client.
- Research on various documents & presentations assigned by the Chairman
- Co-editor - In-house publications: 1) Myanmar Matters & 2) Organic Growth.

**Intern –**

**Oct 2012 - Mar 2013**

**ZOOMIN ONLINE PVT. LTD. - Mumbai, India**

- Managing the Product Listing, Deals & Promotions for Zoomin.
- Selling products by establishing contact and developing relationships with prospects & contributing in areas such as Shipping and Technical Support.

## Education

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**Master in Commerce - Major: Management**

**2015**

**University of Mumbai – Mumbai, India**

**Bachelor's in Management Studies – Major: Marketing & Retail**

**2013**

**Lala Lajpatrai College – Mumbai, India**

## Awards & Honour

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- Represented school at International Seeds of Peace (S.O.P) Camp at U.S.A & Pakistan.
- Represented college at World Tobacco conference, Mumbai.
- Represented college at Youth Parliament & was a part of delegation to visit Parliament of India.

## Personal information

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- Cell Phone : +91 9664142952
- Email ID / Skype ID : [husain.rajkotwala52@gmail.com](mailto:husain.rajkotwala52@gmail.com) / [husain.rajkotwala007](https://www.skype.com/people/husain.rajkotwala007)
- Driving License : India & KSA – Automatic LMV
- Language Known : English, Gujarati, Hindi, Urdu
- Date of Birth : 10<sup>th</sup> July, 1992



## References

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Available upon request

**(Husain Rajkotwala)**