



# Asif Azeez

Business Development  
Engineer

## Contact

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## Skills



Experienced Sales Engineer with **10 years** of success in **HVAC industry & Engineering Industry** with focus in pre-sale engineering and design. Possess deep technical acumen along with excellent communication and negotiation skills to close deals and drive sales achievements. Known to support customers as technical advocate throughout entire sales process.

## Work History

2020-09 -  
Current

### Business Development Engineer

ATAI FZC, Ras AL Khaimah

- Traveled to customer locations to deliver on-site talks and resolve problems with planned or previously deployed technical solutions.
- Consulted with customers on technical issues to achieve optimal solutions.
- Helped stakeholders understand technical and systems views of HVAC Products.
- Leveraged engineering and product management expertise to drive future technical project direction.
- Collaborated closely with sales, engineering and project management to support end-to-end processes.
- Developed messaging about key customer challenges and benefits of company solutions.
- Managed design guides, troubleshooting strategies and assessment approaches for technical solutions. Increased sales by 10%.
- Supported sales teams with training and advice on diverse product technical issues.

2015-02 -  
2020-09

### Project Coordinator

ATAI FZC , Ras AL Khaimah

- Coordinated presentations for customers and project members to detail project scope, progress and results.
- Tracked hours and expenses to keep project on task and within budgetary parameters.
- Supervised multiple projects from project start through delivery by prioritizing needs and delegating assignments.
- Provided input and feedback on departmental initiatives, directives and strategies to contribute

Excellent

Team working skills



Very Good

Technical analysis & Risk management



Excellent

Project forecasting



Excellent

## Software

CAM Duct



Excellent

HAP Software



Very Good

Duct Sizer



Very Good

## Languages

English



Excellent

Hindi



Excellent

Malayalam



Excellent

to project success.

- Responded to requests for information on materials to inquiring parties.
- Maintained database and spreadsheets with accurate inventory and status.
- Arranged travel and accommodation for team members and project partners.
- Prepared meeting agendas and minutes for distribution and record keeping.
- Established rapport and engaged with stakeholders to build lasting professional relationships.
- Coordinated venue and catering arrangements, speaker and attendee liaison and material distribution for meetings and events.

2013-02 -  
2015-07

## Estimation Engineer

ATAI FZC , Ras AL Khaimah

- Conducted research to obtain data on labor costs, materials and production times.
- Attended customer and vendor meetings to answer technical questions and complete required deliverables.
- Leveraged estimating tools and quotes from vendors to develop cost estimates and lead times for proposals.
- Utilized cost estimation systems to document project information, create estimates and revise project costs to reflect current data.
- Delivered comprehensive bid proposals for projects and gained client approval on costs.
- Calculated correct costs for project-specific goods and services by gathering information from team members, sub-contractors and vendors.
- Gathered information and worked with customer and internal team to collaborate and provide better solutions.
- Followed up with vendors to drive complete and compliant quotes for proposal or provide clear exceptions to spec.
- Identified areas of risk or lack of information to produce estimates or provide suggestions for risk mitigation.
- Hosted estimating training sessions to lead and

coach others in estimation process.

2012-07 -  
2013-03

## Assistant Project Engineer

*AMBIENT SYSTEM PVT.LTD, Ernakulam*

- Communicated with industrial equipment installers to deliver technical support throughout project execution.
- Liaised with company executives and project managers to acquire resources to move projects forward.
- Monitored metrics during project execution to maintain compliance with planned costs.
- Trained junior engineers in workstation design and material handling.
- Determined and scheduled priorities as required to progress engineering work.
- Delivered concise instructions to technical team to maintain quality control.
- Recommended process improvements to reduce unnecessary waste.
- Planned and managed engineering projects and continuous improvement programs to reduce labor and costs.

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## Education

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2016-06 -  
2018-06

### MBA: Project Management

*Jaipur National University - Dubai , AE*  
GPA: 62

2008-05 -  
2012-05

### Bachelor of Science: Mechanical Engineering

*Musaliar College Engineering & Technology, - MG University , Kerala , India*  
GPA: 65

2006-06 -  
2008-06

### Plus-Two

*St,John's HSS, Higher Secondary - Kerala , India*  
GPA: 76

2004-06 -  
2005-02

### S.S.L.C

*St,Mary's HSS, Kerala State of Secondary Education - Kerala India*  
GPA: 85

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## Certifications

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2013-09      Diploma in HVAC Designing & Drafting