





# IRFAN ALI

SENIOR SALES ENGINEER

 R244 Sector 7D/2 North Khi, Karachi,  
75850, Pakistan

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 irfan\_ali6600@yahoo.com

## ABOUT ME

To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

## PERSONAL DETAILS

**Date of birth**  
25-05-1985

**Nationality**  
Pakistani

**Marital status**  
Married

## LANGUAGES

ENGLISH

URDU

## LINKS

**Linkedin:**  
<https://www.linkedin.com/in/irfan-ali-a67a4910/>

## DRIVING LICENSE

**Driving license category**  
M Cycle / M Car

## WORK EXPERIENCE

**NURICON GROUP  
OF COMPANIES**  
Karachi  
Apr 2009 - Present

### SENIOR SALES ENGINEER

**JOB RESPONSIBILITIES:** • Working on different RFQs received from different customers in Oil & Gas sector. • Sourcing different suppliers if no specific Principal is available. • Follow up for Quotes. • Preparing Proposals on FOB/CFR. • Drill Bits evaluation, New / Dull Bits at locations when required. • In case of FOR Proposals, doing costing for calculations of custom duties and govt levies etc. • In case of an order, follow up of Purchase Orders with our Principals for timely shipments. • In case of an FOR order, preparing and placing orders to our suppliers. • Arranging freight forwarders for pick up of material from our supplier's warehouse and its shipment. • Arranging custom clearance of material through our custom clearing agent. • Preparation of Invoice and follow up with customers for timely payments. • **STOCK KEEPING:** Keep stock of selected items for urgent demands of customers. For this I keep inventory of stock material at our own warehouse, doing stock checking and inventory management. • Preparing Rig Activity report every month for providing to our Customers & Suppliers. • Keeping record of each and every inquiry upto date for our record purpose. • Preparing comparative statement report after Commercial evaluation of every bid opened.

#### VISITS:

Visiting all E&P companies (Pakistan Petroleum, Eni & UEP) on daily routine basis for issuance of inquiries of different products i.e Valves, Wellheads, Rock bits, Pumps and other products of Oil and Gas companies

Meeting with Customers for Pre-Qualification of Suppliers for new products

Meeting with end users directly regarding resolving of queries pending and other issues which are delaying the inquiry

Providing customer timely feedback on their queries

Keeping in touch with Customers for future based inquiries

Support customers fully to obtain Orders in case of both pricing and delivery.

## EDUCATION

**PAKISTAN  
INSTITUTE OF  
MANAGEMENT**  
Karachi  
2015

### High school diploma

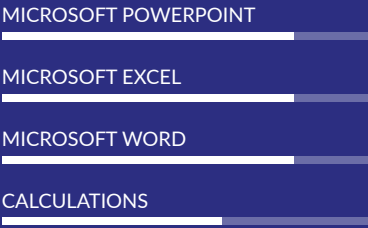
Professional Diploma in SCM

**UNIVEERSITY OF  
KARACHI**  
Karachi  
2008

### Master of Science

MSc In Petroluem Technology

SKILLS



REFERENCES

MR. FAROOQ ALI HASHMI  
NURICON PETROSERVICES (PVT)  
LTD  
T: +923002021478  
E: farooq.hashmi@nuricon.com

MR. MUKHTIAR ALI  
American Bureau of Shipping  
(ABS)  
T: +923453484496  
E: mukhtiarali64@yahoo.com

COURSES

PAKISTAN INSTITUTE OF MANAGEMENT Jan 2012	●	PPRA Rules
PAKISTAN INSTITUTE OF MANAGEMENT Nov 2009	●	Business English

HOBBIES

READING NEWSPAPER, WATCHING AND PLAYING SPORTS