

CURRICULUM VIATE

PERSONAL INFORMATION:

Full Name: Ziad Ahmed Al-Darabseh
Date / Place of Birth: 17th March, 1974 / Jordan
Marital Status: Married
Nationality: Jordanian
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OBJECTIVE:

Energetic Engineer with BSc. degree in Engineering with three years' experience in NDT and eighteen years' experience in water and wastewater pumps. All criteria of selection, design and its control system. Hands-on experience with the product development of all pumps ranges. Applying expertise and knowledge of pump design and material properties to solve the challenges of individual pump application to get the optimum pump solution to client.

By utilizing my present professional skills, seeking for an environment that will serve as a platform to be a part of management team to develop and manage a team of a multi-product trading division of professional organization and grow with the organization, together with the desire for a challenging position in an environment that promotes motivation, achievement, and personal and professional growth.

PROFESSIONAL EXPERINCE:

Acting Business Line Manager for Utility & Infrastructure.

March, 2012 – till present

TADMUR Trading WLL. / Doha - Qatar

TADMUR Trading is the premier supplier of products and services to the construction and associated infrastructure sector in Qatar. Established in 2008 as a limited liability company.

TADMUR Water Systems Division offers a wide range of products such as pumps, pump's accessories, surge vessels, water heaters & calorifiers, water filters. Also, TADMUR Trading is specialized in supply, technical back-up, installation, maintenance, testing and commissioning of water equipment and systems.

List of International Companies that TADMUR Trading (*Water Systems*) Represent:

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| • Xylem - Flygt Submersible Pumps & Mixers: |
| • Xylem – Godwin Dewatering Pumps: |
| • SPP Water Pumps: |
| • SPCO Pumps: |
| • Bradford White Corporation - USA: |
| • AQUACHILL (Water Cooling): |
| • Pentair –Water Pumps: |
| • Pentair – Water Filter: |

DUTIES AND RESPONSIBILITES:

- **Senior Sales & Application Engineer / Product Manager / Acting Business Line Manager for Utility & Infrastructure.**
- Visiting projects sites to gather technical requirement to determine the best product and solutions using Xylem-Flygt selection software.
- Prepare commercial & technical offers to customer.
- Run the commercial negotiations with customer to success stage.
- Prepare material submittal and make sure it is complying with project specifications.
- Cooperate with customer and provide technical supports by attending meeting with the consultant.
- Review contract terms and provide feedback to customer to reach mutual agreement.
- Place foreign purchase order to pump's manufacturer and follow-up till deliver the product to customer.

Product Manager

October, 2010 – March 2012

A. Abunayyan Trading Corp. / Riyadh - KSA

A. Abunayyan Trading Corp. (ATC) is a leading supplier of Products and System Solutions provider for Water, Wastewater, Power, Oil & Gas industries in the Kingdom of Saudi Arabia and Middle East.

From companies that ATC representing are, Flowserve Water Pumps, Flygt Wastewater Pumps, Gormanrupp pumps, Gentec Generators, Mitsubishi Diesel Engines and Hyundai Diesel Engines.

DUTIES AND RESPONSIBILITES:

- **Product Manager for Flowserve Pumps.**
- Cooperate with sales department to increase the market share.
- Using Flowserve pumps selection software to provide suitable pump, technical support as well as commercial cost to sales engineers.
- Develop new business sales opportunities with new customers.
- Liaise with sales department to conduct site visits meeting key persons and negotiate the obstacles / provide solutions.
- Manage full spectrum of commercial negotiations with customers to reach award stage.

- Work with technical services and other departments to support strategic projects as needed.

Commercial Manager

October 2001 – October 2010

COMET Co. LTD. / Amman – Jordan

Comet is representative for the leading International Manufacturing Companies for Iraq, and one of the leading local companies in the field of commercial agencies, trading, and engineering services.

Comet have succeeded in concluding large number of contracts worth of multimillion USD, in terms of supply of spares, equipment, complete projects under the UN programme (*Oil for Food and Necessities*), Following to 2003

List of International Companies that COMET represent:

• Areva T&D	: Electrical Transmission & Distribution Equipment
• SIEMENS Industrial Turbo-machinery	: Gas Turbine Drivers & Power Generation Sets
• FLOWERVE Pump Division	: Pumps and Seals.
• Emerson Process Management	: Instrumentation, Valves and Control Systems.
• LEROY SOMER	: Low & Medium Voltage Motors
• ITT Water & Wastewater (Flygt)	: Submersible Pumps for Water & Wastewater
• Milton Roy Europe	: Chemical Dosing Pumps
• Rotork Controls Ltd.	: Electrical Valves Actuators

DUTIES AND RESPONSIBILITIES:

- **Performing responsibilities of Senior Sales & Application Engineer.**
- **Representing the company as a Commercial Manager during negotiations with Iraqi authorities.**
- Traveling to Iraq according to a scheduled plan to visit customers such as North oil Co., South oil Co., Baghdad municipality, Baiji refinery, Daura (Baghdad) refinery, Basrah refinery, Ministry of electricity, etc. to gather documents related to enquirers
- Prepare and provide commercial & technical offers to sales offices at north, middle and south of Iraq who are in direct contact with end users.
- Cooperate with sales offices to attend meetings with customers related to contract negotiations.
- Place foreign purchase order to pump's manufacturer and follow-up till deliver the product to customer.

Sales Engineer

June 2001 October 2001

AL-JUBAIL INTERNATIONAL TRADING Co. / Amman – Jordan

Al-Jubail Int'l Trading Company specialized in supplying of industrial equipment and has universal agencies for supplying heat exchangers, cooling towers, oil and gas meters, and special type of chemical pumps and other industrial equipment.

Al-Jubail Int'l Trading considered one of the biggest suppliers for ministry of electricity, ministry of metal & industry and ministry of oil in Iraq.

DUTIES AND RESPONSIBILITIES:

- **Sales Engineer representing Al-Jubail Int'l Trading at Iraq.**
- Traveling to Iraq according to a scheduled plan to visit customers and follow-up contracts.
- Visiting customers, private, governmental & semi-governmental.
- Collecting inquires and creates opportunities.
- Submitting offers.
- Follow submitted offers with the customers.
- Commercial negotiations & deals preparations.

NDT Level II Inspector

January 2000 – May 2001

H. A. HUSSAINI & PARTNERS FOR TRADING & INSPECTION Co. (HAINSCO) / Dharan – KSA

HAINSCO is one of sub-contractor companies for ARAMCO / Saudi Arabia.

HAINSCO are specialized in non-destructive testing (NDT) such as Gamma ray test (RT), Liquid penetrate test (PT), Magnetic particle test (MT), Ultrasonic test (UT), BMI test and Visual test (VT).

DUTIES AND RESPONSIBILITIES:

- Worked as multi-discipline NDT level II inspector using RT, PT, MT, UT, BMI and VT tests in different ARAMCO's locations at Dharan, Abqaiq and Ras Tanura Refinery doing inspection for Pipelines, Furnaces, Heat exchangers, Distillation columns, and Storage tanks, etc.

Welding Observer & Inspector

July 1998 – September 1999

PETRA ENGINEERING FOR INSPECTION AND SERVICES / Amman – Jordan

Petra is one of inspection companies that specialized in doing different non-destructive inspections such as RT, PT, MT, UT and VT.

Petra had a big contracts for projects in different locations within Jordan and from these projects, *for example but not limitation*, are Al-Kherba Al-Samra Project and Jordan Petroleum Refinery storage tanks inspection

DUTIES AND RESPONSIBILITIES:

- Worked as welding observer & inspector using RT, PT, MT, UT and VT tests in Al-Kherba Al-Samra Pipeline Project and New Storage Tanks Projects at Jordan Petroleum Refinery

TRAINING DURING WORKING PERIOD:

MONTH / YEAR	COUNTRY	DESCRIPTION
April 2017	Doha - Qatar	Intelligent Wastewater Pumping, CONERTOR Pumps / by Mr. René Prins
March 2017	Doha - Qatar	PENTAIR- FIRBANKS Chilled Water Pumps / By Mr. Hamzah Al-Zyadat: <i>Pumps selections, Ranges, Specifications, etc.</i>
April 2016	Stockholm (Sweden)	FLYGT Training Weeks at FLYGT Head Office: <i>Different areas were covered during this training week include Pumping, Monitoring & Control, Aftermarket and Service, Dewatering and Mixing and Treatment.</i>
March 2016	Doha - Qatar	FLYGT Training for Monitoring & Controlling (M&C) / by Mr. Ahmed Onnab. <i>Xylem M&C introduction and MJK Products range, SMART run</i>
March 2016	Doha - Qatar	BRADFORD WHITE Water Heaters / by Mr. Charles Smith
Sept. 2014	Doha - Qatar	Xylem Training on Flygt Steady Pumps, MagFlux Flowmeter and Sweden Control Panels.
June 2014	Doha - Qatar	PACO – GRUNDFOS: <i>Pumps selections, Ranges, Specifications, etc.</i>
June 2014	Doha - Qatar	FLYGT Seminar and Training on Flygt Large Sewage Surface Pumps.
March 2014	Netherlands (Amsterdam)	FLYGT Systems Engineering Conference at Xylem- Netherland. <i>Training Sessions in Water Hammer, SECAD, Curve Lab, Smart Run, Monitoring & Controlling</i>
Nov. 2014	Doha - Qatar	GODWIN pumps training /by Mr. Mike Stimpson: <i>Pump Hydraulic, System Design, Godwin Selection Hints</i>
Sept. 2013	Doha - Qatar	GODWIN Dri-Prime Back-up System (DBS)
Nov. 2012	UAE – Dubai	PENTAIR – UAE Workshops. <i>Training about Filters, Filter's Control Valves</i>
May 2012	UAE – Dubai	FLYGT Training at UAE - Dubai.

		<i>Dewatering FLYGT & GODWIN Pumps, Flygt Exporior, Mixers, Aerators, M&C</i>
2011	UAE – Dubai	FLOWSERVE Pumps: Training on Flowserve Pumps Selection Programs “FLOWSELEX”. <i>Select different types of pumps such as End Suction, Split Case Axially and Radially.</i>
2010	Path - UK	ROTORK Controls Ltd. Sales Engineer Course for different types of Rotork Actuators.
2009	Cairo - Egypt	ROTORK Controls Ltd. training course on new generation of Control Valve Actuator (CVA).
2008	UAE - Dubai	Milton Roy Middle East distributeurs & Agents Seminar and training course in Milton Roy Europe Dosing Pumps.
2008	Path - UK	ROTORK Controls Ltd. Service Engineer Course for different actuators type such as A-Range, AWT-Range and all IQ ranges.
2008	UAE - Dubai	FLYGT training course for Flygt pumps, Mixers, Multistage Borehole pumps and Self priming pumps as well as using Flygt selection program over the web (Webflyps)
2006	Amman - Jordan	FLYGT Submersible pumps course in selection pumps using FLYPS Program.
2000	Dharan - KSA	ARAMCO Course in Radiation Safety & Protection.
2000	Dharan - KSA	ARAMCO Radiographic Device Inspection and Maintenance – American Inspection Society of Nondestructive Testing (ASNT).
2000	Dharan - KSA	ARAMCO Course in Nondestructive Testing (NDT), Level II.
1999	Amman - Jordan	Comprehensive computer course (<i>Windows, Word, Excel, Access, Power point, Internet, Computer Maintenance.</i>).

EDUCATIONS AND QUALIFICATIONS:

University of Technology, Baghdad – Iraq

1992 – 1997: B.Sc. degree of Chemical Engineering Technology

LANGUAGES:

- Excellent Arabic Languages (*Mother Language*).
- Excellent Command in English (*Speaking, Reading and writing*).

PERSONALITY:

- Pleasant and Sociable Personality, Self-Motivated, Determined to Success with Excellent Communication skills.
- Ambitious and Enthusiastic.
- Enjoy in team work atmosphere and effective negotiator.

SKILLS:

- Very Good Computer Skills: Windows, Word, Excel, Access, Power point, Internet, Computer Maintenance, etc.
- Driving license: Jordanian, Qatari and Saudi Arabian driving licenses
- Personal skills in computers, calligraphy

REFERENCES:

No.	NAME	PREVIOUS POSITION	CURRENT POSITION	CONTACT No.
1-	Mr. Ahmad Onnab	Regional Business Development Manager (MENAT) / M&C	Regional Sales Manager at Filtralite / Saint-Gobain	00971 55 566 6870
2-	Mr. Mohammed Eid	Sales & Marketing Manager at TADMUR Trading WLL	General Manager for TADMUR Pump Factory	00974 3352 1366
3-	Mr. Walter Mckinley	Area Sales / Business Development Manager at XYLEM Inc.	Key Account Manager at KSB Company	0044 7835 859315

4-	Mr. Ali Qundil	Regional Sales Manager at XYLEM Inc.	Regional Sales Manager at XYLEM Inc.	00971 56 603 7377
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