

# Ahmad Tarik

---

Summerville, SC, USA | (843) 329.3623 | usaatr@yahoo.com

## Objective

Seeking for long term full time job where I can apply my extensive skills and knowledge in Business Development, Sales and Project Management for the U.S. and International EPC Oil & Gas Projects.

## Education

### **MASTER DEGREE | GRADUATE STUDENT 2016-2018 | THE CITADEL MILITARY COLLEGE**

- Major: School of Engineering
- Minor: Master of Science in Project Management (MSPM)

### **BACHELOR'S DEGREE | 2000 | UNIVERSITY TECHNOLOGY**

- Major: Electrical Engineering
- Minor: Electronic Engineering

## Certificates

- Graduate Certificate | Technical Project Management (TPM) | 2016-2017 | The Citadel College.
- Graduate Certificate | System Engineering Management (SEM) | 2017-2018 | The Citadel College.
- Graduate Certificate | Technical Program Management (TPgM) | 2017-2019| The Citadel College.

## Membership

- Project Management Institute (PMI).

## Skills & Abilities

- Over 9 years of experience in Business Development, Sales and Project Management for Explosion Proof Heavy Materials Handling for the U.S. and International EPC Projects and Contractors.
- Strong understanding of the global EPC market.
- Application Design for Explosion Proof "Ex" equipment.
- Creative, problem solving and work in details.
- Customers: Bechtel, Fluor, CB&I, Technip-France, Saipem-Italy, Amec Foster Wheeler-UK, JGC - Japan, Toyo -Japan, Jacobs, Samsung E&C – S Korea, Sk S Korea, GS-S Korea, B&V, Linde, APCO.

## Experience

### **EPC BUSINESS SPECIALIST | STAHL CRANESYSTEMS, USA | JAN 2015 TO PRESENT**

- Develop new business with customers “EPC contractors” all over the world.
- Project's RFQ Technical & Commercial Documents review.
- Application design “Explosion Proof Hoists/Cranes” and Procurement to prepare Sales offer “multi-million dollars” in coordinate with sub-vendors "American & European manufacturers".
- Negotiation technical specification, pricing and contracts terms and conditions with sub-vendors and with customers “EPC contractors”.
- Project execution & management after awarding.

### **BUSINESS DEVELOPMENT MANAGER | STAHL CRANESYSTEMS, DUBAI | APRIL 2009 TO DEC 2014**

- Develop new business with customers “Distributor Channels, End-Users, and EPC contractors” all over the world.
- Project's RFQ Technical & Commercial Documents review.
- Application design “Explosion Proof Hoists/Cranes” and Procurement to prepare Sales offer “multi-million dollars” in coordinate with sub-vendors "Asian & European manufacturers”.
- Negotiation technical specification, pricing and contracts terms and conditions with sub-vendors and with customers “EPC contractors”.

### **MAINTENANCE ENGINEER SUPERVISOR | NASSR FOR MECHANICAL INDUSTRIES | MAY 2007 TO APRIL 2009**

- Maintaining and repairing the heavy machinery, plant equipment, tools and systems used in manufacturing, engineering and other industrial production processes.

### **MAINTENANCE ENGINEER SUPERVISOR | ENGINEERING CENTER | SEP 2003 TO MAY 2007**

- General Maintenance for company's Facilities.

### **COMMUNICATION ENGINEER SUPERVISOR | OPTICAL FIBER UNIT, MOD/MOC | JUL 2000 TO APRIL 2003**

- Optical Fiber Cables welding & wiring.

## TRAINING

- CompEx 01-04 | Intertek, Houston, TX, USA | 2018
- CMCO Products University | New York, USA | 2017
- Business Travelling Safety & Security | UAE, Dubai | 2013
- Explosion Proof Technology & Products | Germany | 2012
- Project Legal and Contractual | UAE, Dubai | 2011
- Products Training – Material Handling | Germany | 2011
- Hoists & Cranes Design & Calculation Software CG | UAE, Dubai | 2011
- Products Training – Material Handling | Germany | 2009