



CAREER SUMMARY

Certified Mechanical Engineer, self-motivated with more than 7 years of experience in sales, piping & process design, supervision and inspection, makes me to live and breathe engineering with market oriented view. Interfacing with the clients and regional management teams using strong presentation and organization skills to growth and help win commercial agreements. A committed, hardworking, leader & team player with a successful background.

QUALIFICATION

- Master's degree in Mechanical Engineer.
- Familiar with standard form of the FIDIC rainbow contracts.
- Understanding of bid methodologies.
- Leading team.
- Erection and Commissioning supervisor of piping and rotary equipment.
- Ability of understanding and evaluating technical and contractual information.
- Solid knowledge in fundamentals of fluid mechanics, computational fluid dynamics, thermodynamics, HVAC and heat transfer.
- Deep understanding of conceptual Piping and Process Engineering.
- Management of material procurement.
- Leading the team for tender bid preparation.
- Good Contractual negotiation skills.
- Reduced the cost of project through the use of solid knowledge in Mechanical Engineering.
- Proficient in using programming language.
- Excellent knowledge of communication skills, Hardworking, fast, team work, multi-tasked and dependable.

COMPETENCIES

- Consulting services for all stages, from feasibility studies to data sheets for inquiry and equipment selection.
- Familiarity with engineering tests codes and procurement and construction guidelines.
- Ability to perform stress analysis using CEASAR II software.
- In-depth knowledge and profound experience of PDMS Piping Engineering and implementation.
- Work out of process diagrams and data sheets.
- Skilled in CFD (Computational Fluid Dynamics) code, including Fluent and programing.
- Outstanding design skills for HVAC systems

ACHIEVEMENTS

- Acquiring tenders in a new and unfamiliar markets.
- Succeed in 9 tender in less than 2 years with the total value of 90 million €.
- Trade Commissioner in GRICO which shows the highest level of trust.
- Contract negotiation for more than 100 Hrs.
- Development and implementation of marketing strategies to acquire new customers.
- Save over 5 million € by value engineering in the project.
- Reduced time for generating engineering documents by use of C#.
- Reduce construction cost by optimization of design.

EDUCATION

- ❑ **Master's degree in Mechanical Engineering**, Shiraz University, Shiraz, Iran(Sept 2010)
- ❑ **Bachelor's degree in Mechanical Engineering** ,Yazd University, Yazd, Iran(Sept 2006)
- ❑ **Diploma of Science**, Imam M. Bagher (I.M.B) High School, Esfahan, Iran (Sept 2001)

HONOURS

- A+ (19/20) For the Master Thesis -2010
- Published a paper named: "Track and capture of a free surface in two phase flow with Level set Method",13th Annual and 2nd International Fluid Dynamics Conference, Shiraz, Iran, Oct 2010
- A- (18.25/20) For the Bachelor Thesis-2006
- Ranked 3rd in my undergraduate batch of 2006.
- Selected student for the International Mathematical Olympiad 1999

CERTIFICATION

- Engineering work permission from Iranian Ministry of roads & Urban Development in Design and supervision of natural gas pipelines. [April 2016]
- Engineering work permission from Iranian Organization for Engineering Order of Building in Design, Grade 2. [Feb 2012]
- Engineering work permission from Iranian Organization for Engineering Order of Building in supervision, Grade 2. [Feb 2012]

TRAINING AND COURSES

- Export Marketing by Business training center [2018]
- FIDIC-ISCE Module 1 [2017]
- ISO 9001 Quality Management System based on 2015 version [2016]
- Professional Supervision of Mechanical Building Services [2015]
- Gas Inspection procedure based on national building regulation 17 [2015]
- Advanced CAESAR II -Industrial Piping Design [2013]
- Basic design of Fire detection and Alarm Systems [2012]

EXPERIENCE

- ❑ **Market Development Manager and Trade Commissioner** (From December. 2015 to present)

COMPANY: GHAEM REZA INDUSTRIAL Co. (GRICO)

GRICO is one of the largest privately owned contractor in the country which provides complete EPC services for projects in the oil, Gas, petrochemical, Steel and Water industry.

RESPONSIBILITIES

- Leading role for all phases of tender, tender evaluation to award, contract management, and partner approvals.
- Business development planning, customer and competitor analysis, proposal design and tender bids to grow the business.
- Leading role in contract negotiations
- Leading role in preparation of tender bids
- Prepare quotation for the bids.
- Preparation and presentation of business proposals to clients.
- Receive, issue and log all incoming tenders related to field of activity.
- Review terms and conditions of tenders
- Liaise with internal teams to ensure the delivery of bid processes are consistent with high quality tender submissions
- Meet with clients to ascertain marketing goals.

- Form and financial evaluation of proposed proposals and announcement of decisions about them.
- Determine the first and second winners in accordance with the provisions of this regulation.

- ❑ **Value Engineer of ZARAND project** (From December. 2014 to December 2015)
ZARAND steel making plant is

COMPANY: GHAEM REZA INDUSTRIAL Co. (GRICO)

RESPONSIBILITIES

ZARAND Steel Making Project (Establish a new plant to produce 1.5 million tons of billet/bloom per annum in the consortium with the SINOSTEEL)

- Cost Analysis
- Time and cost reduction
- Fire Fighting Basic and Detail Engineering Re-design. And Pump Selection (saving up to 4.5 million €)
- Change the technical specification of manholes and save 0.5 million € for construction and erection at the site
- Redesign of HVAC systems to be compatible with national building regulation.

- ❑ **Leader of piping and process Department** (From Feb. 2012 to December 2014)

COMPANY: SAFA FOULAD SEPAHAN Co. (SFC)

SFC is one of the largest privately owned contractor in the country which provides complete EPC services for industrial projects such as Steel and Oxygen making plants.

RESPONSIBILITIES

SABA Extension Project (Increases the steel making production capacity from 0.7 million tons to 1.6 million tons per year in the consortium with DANIELI.)

- Hydraulic design of water treatment plant including water hammer analysis and pump selection.
- Piping Detail Design on several Areas such as Meltshop, WTP and Shuttle Furnace including 3D design.
- Piping Stress Analysis using CAESAR
- Workout of datasheets for inquiry, Selection and Inspection of Equipment
- Increase the performance of existing Scale Pit by CFD analysis.
- Effectively communicate and interface with other disciplines, client and supplier.
- QA/QC Inspection, Construction and Commissioning of Rotating and Static Equipment.
- Erection & commissioning Supervisor of piping.

7.2 Revamping Project

- Thermal and Hydraulic Design of force counter cooling tower for revamping.
- Prepare technical specification, Mechanical data sheets, requisitions for inquiry and order.
- Provide construction and site support, as necessary for equipment installation
- Effectively communicate and interface with other disciplines, client, supplier
- Erection & commissioning Supervisor of piping.

- ❑ **Hydraulic Engineer** (From Feb. 2013 to Sep.2013)

COMPANY: MABNA SANAT SEPAHAN Co. (MSS)

MSS provides complete EPC services for industrial and sanitary sewer treatment plants.

RESPONSIBILITIES

- Select the best route for channels
- Hydraulic design and analysis for transferring open channels.
- Reduce the project cost by changing the design

- Erection & commissioning Supervisor

❑ Mechanical Building Service Engineering & Supervision (From Feb. 2011 to present)

COMPANY: Iranian Organization for Engineering Order of Building

The organization manages the designation and supervision of buildings construction.

RESPONSIBILITIES

- Calculate cooling and heating load, CFM calculations
- Design Hot and cold water services including equipment selection.
- Supervision during project execution and commissioning.
- Design and supervision on Vertical transportation devices.
- Design of Water, drainage and sewer services for the building.
- Identifying the materials and equipment to be used in the various systems.
- Design and calculate of Fire Protection services.

SKILLS

- Answering general queries from clients, contractors and specialists from other disciplines.
- Co-ordination with other Departments to take care of process & piping requirements.
- Identification, calculation and design of suitable standard or special pipe supports
- Preparation of Isometric drawings with Bill of materials.
- Ability to deal with people diplomatically, willingness to learn team facilitator hard worker. Adaptability. Flexibility and Capable of taking Initiative.
- Skilled to streamline procedures and analyse results of operations for substantial gains and more optimum utilization of resources.
- Fast learner and highly motivated in learning new software's, programing languages, and new skills.

COMPUTER SKILLS

- CAD Packages: **AutoCAD, PDMS, Catia V5,**
- CFD and analysis Tools: **Caesar II, Fluent, Pipe Net, Pipe Flow Expert, AFT Impulse, Hec Ras, Carrier HAP,** etc.
- Statistical & Mathematical Tools: **Microsoft Excel, MatLab**
- Programming tools: **C#, Fortran, HTML, Java**
- Miscellaneous: **Microsoft office package.**

MEMBERSHIP

- Member of Iranian Organization for Engineering Order of Building 2010
- Member of Iranian Society of Mechanical Engineers 2005

LANGUAGE

- Persian- Native
- English –Excellent verbal and written communication

PERSONAL DETAILS

Location	Esfahan, Iran
Citizenship:	Iran
E-MAIL	ali_dalilotojari@hotmail.com
TEL	+98-31-32284773, +98-9131158411 (cell)
DOB	8th July 1983
Nationality	Iranian
Status	Married

