AMIR ALIKAHY

PERSONAL INFORMATION AMIR.ALIKAHI1979@GMAIL.COM

* PROFILE:
* MALE,40,MARRIED
* NATIONALITY: IRAN
* CURRENT LOCATION: IRAN-TEHRAN
* CURRENT POSITION : MARKETING & SALES/ SALES ENGINEERING CHIEF
* PREFERRED LOCATIONS: TEHRAN
* SALARY EXPECTATION: NEGOTIABLE

EDUCATION AND SKILL BACKGROUND

* GRADUATED IN M.A OF ENGLISH LANGUAGE TRANSLATION/INTERPRTATION
* GRADUATED IN B.A OF MECHANIC GROUP (MANUFACTURE & PRODUCTION )
* GEOMETRIC DIMENSIONING AND TOLERANCE (GD&T) –ELEMENTARY AND ADVANCE COURSE
* **DOMINATE ON PRINCIPLES AND STRUCTURE SPECIES VALVES**
* WELD INSPECTION LEVEL I,II
* MECHANICAL DESKTOP PRIMARY
* DOMINATE WITH DRILLING AND ASSEMBLING WELLHEAD EQUIPMENT
* HAVING WORK EXPERIENCE ON OFFSHORE AND ONSHORE RIGS(SAGA1,SAGA2,CPOE9,SINA1,SINA2,FATH RIGS,DEEP DRILLING ,COSL CRAFT,CPOE10,PARADISE,SEABOSS,…..)
* DOMINATE TO API 6A, NACE MR0175, ASME, ASTM, MACHINERY HANDBOOK
* DOMINATE TO MACHINING AND CUTTING TOOLS
* DOMINATE TO METROLOGY AND MEASUREMENT INSTRUMENTS AND KIND OF TOLERANCES
* DOMINATE TO KIND OF PROCESS MACHINING (MILLING, LATHING, CUTTING, ….)

 THE MAIN CAPABILITIES AS A SALES ENGINEER:

• MANAGING AND INTERPRETING CUSTOMER REQUIREMENTS
• PERSUADING CLIENTS THAT A PRODUCT OR SERVICE WILL BEST SATISFY THEIR NEEDS
• CALCULATING CLIENT QUOTATIONS
• NEGOTIATING TENDER AND CONTRACT TERMS
• NEGOTIATING AND CLOSING SALES BY AGREEING TERMS AND CONDITIONS
• ANALYZING COSTS AND SALES
• MEETING REGULAR SALES TARGETS
• RECORDING AND MAINTAINING CLIENT CONTACT DATA
• CO-COORDINATING SALES PROJECTS
• SUPPORTING MARKETING BY ATTENDING TRADE SHOWS, CONFERENCES AND OTHER MARKETING EVENTS
• MAKING TECHNICAL PRESENTATIONS AND DEMONSTRATING HOW A PRODUCT WILL MEET CLIENT NEEDS
• PROVIDING PRE-SALES TECHNICAL ASSISTANCE AND PRODUCT EDUCATION
• LIAISING WITH OTHER MEMBERS OF THE SALES TEAM AND OTHER TECHNICAL EXPERTS
• SOLVING CLIENT PROBLEMS
• HELPING IN THE DESIGN OF CUSTOM-MADE PRODUCTS
• PROVIDING TRAINING AND PRODUCING SUPPORT MATERIAL FOR THE SALES TEAM

WORK EXPERIENCE

JUNE 2013-PRESENT

**SALES ENGINEERING CHIEF TEHRAN-IRAN**

MANUFACTURER OF API 6A WELLHEADS, GATE VALVES, ACTUATED AND MANUAL & ADJUSTABLE CHOKE VALVES & CHECK VALVES & ETC. READY TO TAKE LEADERSHIP ROLE FOR MANAGEMENT WITH COMMITMENT TO CUSTOMER SERVICE, ADDING NEW CUSTOMERS AND MAINTAINING EXISTING CUSTOMERS, SURPASSING SALES GOAL EVERY YEAR. I HAVE 9 YEARS OF SERVICE EXPERIENCE IN FIELD SERVICE, KNOWLEDGEABLE OF AUTOMATED OPERATION OF THE ACTUATED CHOKE VALVES, GATE VALVES AND WELLHEAD AND PROVIDE REPAIR SERVICE TO CUSTOMER SATISFACTION. ALSO WORK WITH MANAGEMENT AND OTHER FIELD SERVICE PERSONNEL FOR CO-COORDINATING TOTAL PROJECT TRAVELING TO OFFSHORE AND ON LAND ETC.

APRIL 2012– JUNE2013

**TECHNICAL & QUALITY ADVISER TEHRAN-IRAN**

FEB 2008-MARCH 2012

**QC CHIEF**

* THIS COMPANY IS SPECIALIZED IN DESIGN AND MANUFACTURING WELLHEAD EQUIPMENT AND X-MASS TREE AND CONTROL VALVES FOR THE OIL EXPLORATION AND PRODUCTION ON LAND AND OCEAN , WHICH COULD COMPLETELY SATISFY THE UPDATED REQUIREMENT OF API 6A 19TH AND IN COMPLIANCE WITH NACE MR 0175 OUR ENGINEERING .MANUFACTURING.FACILITIES AND SERVICE TEAM.ALSO WE HAVE QUALITY CONTROL'S CERTIFICATES IN ISO 9001 AND ISO/TS 29001 AND OHSAS 18001 . FROM YEARS.AGO UNTIL NOW OUR COMPANY IS LOGROLLING WITH KIND OF OIL AND GAS COMPANYS ,CONTENT :
* PETRO PARS
* NAFTE FALATE GHAREH
* NAFTVA GAS PARS
* POSHTIBANI VA TAHIEH KALA NAFTE TEHRAN(KALA)
* MANATEGH NAFT KHIZE JONUB
* NAFTE MARKAZI
* NAFTE SHOMAL
* MODIRIATE EKTESHAF
* MELI HAFARI IRAN
* GLOBAL PETRO TEK KISH

THIS COMPANY ABLE TO MANUFACTURE KIND OF GATE VALVE ,CHECK VALVE,CHOKE VALVE,KILL MANIFOLD SPOOLS,AND X-MASS TREE IN DIFFERENT SIZE AND PRESSURE(FROM 2000 PSI UPTO 15000 PSI )

AUG 2007-FEB 2008

 **QC CHIEF TEHRAN-IRAN**

* THAT COMPANY WAS ACTIVE IN MANUFACTURE AND

DESIGN KIND OF HOME AND INDUSTRIAL GAS METER.

COMPUTER SKILLS

FAMILIAR WITH WINDOWS XP,7,10

FAMILIAR WITH MICROSOFT OFFICE, WORD, EXCEL

LANGUAGES

**FARSI:**

MOTHER TONGUE

 **ENGLISH :**

- CERTIFICATE OF ENGLISH ADVANCE LEVEL FROM CAMBRIDGE DEPARTMENT AND ENGLISH LANGUAGE INSTITUTE

- COMPLETE SKILL ON ENGLISH LANGUAGE SKILLS (SPEAKING,LISTENING,READING,WRITING)

-CAMBRIDGE ENGLISH CERTIFICATE IN TEACHING KNOWLEDGE TEST (TKT1,2,3)

-CERTIFICATE IN TEACHING ENGLISH AS A FOREIGN LANGUAGE (TEFL)

MY CELLPHONE NUMBER 09124923632