

SANJJAL ZAKERIYA

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Personal Data

Sex: Male

Date of Birth: 26-08-1985

Marital Status: Married

Dependents: 3 (Wife & 2 Kids)

Passport: R8127698

Driving License: India & UAE

Academia

B.Tech - Civil Engineering

Languages Known

English, Hindi, Tamil & Malayalam

Present Address

Flat No. 8A, Asset Bay Apartments, Near Aluva Manappuram Shiva Temple, Thottakkattukara P.O, Aluva, Cochin - 683108, Kerala, India

Permanent Address

Karippayil Manzil, ARA 1, Anugraha Lane, Near FIT, Thaikkattukara P.O, Aluva, Cochin - 683106, Kerala, India

CURRICULUM VITAE

CAREER OBJECTIVE

Acquire a responsible position in an established company in the field of Technical Sales & Marketing, Drywall Construction & Project Management where my education, technical potential & skills match the company's objective and can be utilized towards achieving the organizational goals.

PROFESSIONAL PRECIS

An Engineering Professional with over 12+ years of experience in Drywall Engineering (Technical Department), Project Specification, Sales & Marketing, Designing, Estimation, Installation, Documentation & Project Management.

CAREER CONTOUR

- ❖ Working as '**Business Development Manager - Sales & Marketing**' (For Kerala Territory) at **Specta Décor Private Limited** (the largest manufacturers & exporters of cold roll formed sections and allied products in the region, with an annual production capacity of 35,000 tons). **[From October 2019 to Till Date]**

Job Profile:

- Developing the Sales workforce through educating on the Product knowledge, Interpersonal communication, Team work, Time management and Conflict resolution skills through Motivation & Counseling.
- Research and identify new business opportunities including new markets, growth areas, trends, customers, partnerships, products and services.
- Meeting the Key Distributors & Contractors on regular intervals to generate more business & also to understand the competition approach in the market.
- Formulating and Implementing plans involving the market segmentation strategies to maximize the visibility and brand awareness.
- Responsible for leading the preparation of Marketing tools like Catalogues, Product Sample boxes, System Mockups, Presentations, Freebies etc.
- Coordination with all the departments to understand & eradicate the Employer - Employee & Employee - Customer issues and being a good team player for achieving the Company Targets & Milestones.
- Providing Technical support to the Distributors / Contractors with customized Product samples, System Mockups and also handling the Customer complaints.
- Responsible for preparing the Sales Forecast of Specta products according to the Customer / Market requirements on weekly basis & present the findings / updates to the Board of Directors.
- Working closely with the Internal departments on new product development as per the customer / market requirements.
- Maintaining & Updating the Sales & Payment tracking files by ensuring the office standards i.e. cleanliness, process and documentation on timely basis.
- Organizing periodic review of Sales targets, Production targets, Achievements, Deviations and preparation of corrective action plan by using statistical tools / techniques to impact on process for improvements with the Specta team.
- Managing Organizational sales by developing a business plan that covers Sales, Revenue and Expense controls.
- Attending Seminars, Exhibitions, Conferences & Events on Company behalf.

Achievements:

- Successfully carried out the Presentation & Exhibition Stall at Gypsum Dealers Association Kerala Chapter Conference.
- Prepared Company Profile & Technical Data Sheets for Specta Products.

❖ Worked as '**Senior Specification Engineer - Technical Department**' (For UAE Territory) at Mada Gypsum Systems LLC ([Mada Gypsum Company](#)) - Part of the Al Rajhi Holding Group (Building Solutions Sector). Mada Gypsum is one of the leading manufacturers of Gypsum products & Drywall solution provider in the Kingdom of Saudi Arabia. **[From May 2016 to July 2019]**

Job Profile:

- Designs Acoustics, Fire & Duty rated performance-based Drywall solutions by providing Engineering Proposal which complies with the Project specifications and Client requirements by using Mada's range of products and systems for UAE region.
- Preparing Project Break Down Sheet, Method Statement, Compliance Statement, Reply to Consultant's Comments, Design Calculations, LEED/Estidama Documents, Correspondence Letters, Prequalification, Technical Submittals & Sample Boards to support the Project Sales team based on understanding of the BOQ, Specification, Drawings & other related documents.
- Maintaining & updating the project tracking files and change orders by ensuring the office standards i.e. cleanliness, process and documentation on timely basis.
- Inspecting the Project sites at required intervals for assessing the proper installation of the complete system by assisting, educating and guiding the Client's installers to follow the engineering standards / practices as per the Technical Data Sheet / Proposal.
- Preparing inspection report for any changes / corrections to be rectified in the project installation by sending reports to the concern people and ensuring the changes / corrections done.
- Participating in the onsite meeting for resolving the Engineering, Management and Project issues by ensuring an effective Client communication and coordination between all the related disciplines.
- Final Inspection of Completed Systems on Project sites in order to issue the Mada Certification / Warranty.
- Worked on Certification approvals of Dubai Civil Defence (DCD) in coordination with all the related disciplines.
- Worked closely with Internal and External departments in order to obtain the third-party certifications (Material Lab, Thomas Bell-Wright International Consultants, Dubai Acoustic Research Laboratory & Intertek Testing Service).
- Supervision on Installation of Products / Systems testing on International accredited laboratories for Fire Resistance, Sound Insulation & Other performance ratings on various ASTM & BS EN Standards.

Achievements:

- Successfully obtained DCD Certification for Mada Plus Fire Rated Drywall Systems from Dubai Civil Defence.
- Successfully carried out 10 & 14 no's of Fire Resistance & Acoustic Rating Tests respectively.
- Prepared Technical Data Sheets for Mada Products & Method Statement for Mada Plus Drywall Systems.
- Assisted in the Preparation of Technical Catalogue for Mada Plus Systems & Mada CinePlus Systems.

Major Projects worked:

- ✓ Emirates International School, Dubai - High Gate Interiors.
- ✓ Damac Majestine Hotel Apartments, Dubai - Al Shafar National Contracting.
- ✓ Burj Vista Towers, Dubai - Art Wonders & Dar Al Zakhrafa.
- ✓ Damac Avanti Towers, Dubai - Al Shafar National Contracting.
- ✓ Al Maktoum International Airport AMI 250 - Construction of Logistics Project, Dubai - Spacemaker Emirates.

❖ Worked as '**Senior Project Engineer - Technical Department**' (For UAE Territory) at [Gypsemna Co LLC](#) - **Jamal Al Ghurair Group of Companies** (the largest Gypsum Plasterboard manufacturing plant in the region, with an annual production capacity of 50 million m2 in UAE's capital city Mussafah (ICAD - 2), Abu Dhabi). **[From November 2013 to May 2016]**

Job Profile:

- Designs Acoustics, Fire & Duty rated performance-based Drywall solutions by providing Engineering proposal which complies with the project specification and client requirements by using **Gypsemna-Rondo** range of products and systems.

- Preparing Project Break Down Sheet, Method Statement, Compliance Statement, Reply to Consultant's Comments, Design Calculations, LEED/Estidama Documents, Correspondence Letters, Prequalification, Technical Submittals & Sample Boards to support the Project Sales team based on understanding of the BOQ, Specification, Drawings & other related documents.
- Maintaining & updating the project tracking files and change orders by ensuring the office standards i.e. cleanliness, process and documentation on timely basis.
- Inspecting the Project sites at required intervals for assessing the proper installation of the complete system by assisting, educating and guiding the Client's installers to follow the engineering standards / practices as per the Technical Data Sheet / Proposal.
- Preparing inspection report for any changes / corrections to be rectified in the project installation by sending reports to the concern people and ensuring the changes / corrections done.
- Participating in the onsite meeting for resolving the Engineering, Management and Project issues by ensuring an effective Client communication and coordination between all the related disciplines.
- Final Inspection of Completed Systems on Projects in order to issue the Gypsemna Certification / Warranty.

Major Projects worked:

- ✓ Midfield Terminal International Airport, Abu Dhabi – Cloisall Co LLC.
- ✓ BVLGARI Hotel & Residence, Dubai – Ishtar Décor & Al Shirawi Contracting Company.
- ✓ Rove Hotels, Dubai – Ishtar Décor & Shapoorji Paloonji Middle East.
- ✓ Warsan Village, Dubai – Sharif Carpentry & Decor.
- ✓ Bluewaters by Meraas, Dubai – Al Shirawi Contracting Company.
- ✓ Hotel Hilton Garden Inn, Dubai – Laing O' Rourke.

- ❖ Worked as '**Technical Manager**' (For Kerala & Mangalore Territory) at **Saint-Gobain** ("[Saint-Gobain Gyproc India Ltd](#)") World leader in the sustainable habitat and construction markets with 4 key activity hubs covering Construction Products, Innovative Materials, Building Distribution & Packaging. [From August 2008 to October 2013]

Job Profile:

- Designs Acoustics, Fire & Duty rated performance-based Drywall solutions by providing Engineering proposal which complies with the project specification and client requirements by using **Saint Gobain Gyproc's** range of products and systems.
- Meeting the designated Architects, Project Consultants, Interior Designers, PMC's, Distributors, Contractors and End Users for making the product presentations, handling technical queries and providing technical specifications according to the project and client requirements as per the existing civil codes and practices.
- Formulating and Implementing plans involving market segmentation strategies to maximize visibility and brand awareness.
- Conducting Contractor Meets, Dealer and Sub Dealer Meets with the help of local sales and KAM in accordance to make them knowledgeable on the entire product category of the Company and also for pushing the non-moving products.
- Providing technical support with customized sample mockups, handling customer complaints, submitting updated tracking reports of the ongoing projects on weekly basis with the help of 2 Technical Associates.
- Conducting technical trainings to internal & external customers and by supporting them in various design stages with the help of the customized presentations and onsite demonstrations.
- This also consists of providing timely updates regarding the latest technical information and innovations in the industry by working with the allied agencies and implementing it in the execution techniques.

Major Projects worked:

- ✓ Hotel Crowne Plaza, Cochin
- ✓ Asian School Of Business, Trivandrum
- ✓ TCS Projects, Cochin
- ✓ Hotel Taj Vivanta, Trivandrum
- ✓ Lulu International Mall, Cochin
- ✓ Hotel Hilton Garden Inn, Trivandrum
- ✓ Infosys Phase I & II, Trivandrum
- ✓ DM Medicity, Cochin
- ✓ ESIC Hospital, Kollam
- ✓ City Centre Mall, Mangalore

- ❖ Worked as '**Site Engineer**' at **Horizon Ventures Pvt Ltd, Cochin**. [From May 2006 - August 2008]

Job Profile:

- Assisting in the project management, designs and coordination services for the construction of Housing Apartment projects.
- Monitors Safety Rules and Standards in the project sites.
- Providing assistance in preparing of the construction drawings and documents.
- Responsible for ongoing civil work such as Layout, RCC work, Concreting, Masonry, Plastering, Flooring etc at all stages of the project as per the drawing and schedule.
- Reviews the designs and specifications submitted by vendors and the contract specialists.
- Assisting with the project plan sets and design sheets.
- Preparing project cost estimates, material and labor requirements for Project Manager.
- To coordinate with different contractors, agencies to maintain and improve quality of construction work.
- Provides technical support to field staff to facilitate construction.
- To check the stacking and the storage of materials in various godowns and stores of the site with neatness.
- Monitors and keep control on the wastage of the materials at the project site.
- Monitors the quality of all the materials received on site and prepares the quality reports, defects, if any.
- To prepare MIS on monthly basis, monthly consumption reports, daily progress reports, etc.

Major Projects worked:

- ✓ Horizon Vattolly Annexe, SRM Road, Cochin.
- ✓ Tower Of Faith, Vallathol Jn, Cochin.

TRAINING, AWARDS & ACCOLODES

- ★ Was a part of Badminton, Football, Volleyball, Cricket and Athletic team in Al Ameen Public School, Edappally.
- ★ Attended “Swapna Griham” seminar on the topic “**Dream Home In Less Expense & Time**” conducted by **Building Construction Seminar** on 2006.
- ★ Attended 3 days of “**HSC Training Programme**” organized at Kochi Refineries Limited, Ambalamugal conducted by **Manpower Utilization & Safety Training Institute**, Alwaye on 2007.
- ★ Won “**Best Work on Contractor Development**” in Pan India from the MD, Saint Gobain Gyproc India Limited at Thailand on 2010.
- ★ Won the “**Certificate Of Appreciation**” and Cash Prize for “**Excellent technical solutions given to the Taj Group of Hotels**” from the MD, Saint Gobain Gyproc India Limited at Mumbai on 2011.
- ★ Won the momentum for “**Outstanding Work In Contractor Meets - 2012**” in Pan India from the VP - Sales & Marketing, Saint Gobain Gyproc India Limited at Trivandrum on 2012.
- ★ Won the “**Certificate of Appreciation**” & Cash Prize for “**Successfully Carrying Out The Master Solo Mockup @ UST Trivandrum**” from the GM - Technical, Saint Gobain Gyproc India Limited at Mumbai on 2013.
- ★ Won the momentum for “**Milestone Performance In July 2013**” from the GM - Sales & Marketing, Saint Gobain Gyproc India Limited at Cochin on 2013.
- ★ Attended the Training conducted by **ESTIDAMA** at Abu Dhabi on 2015.
- ★ Attended “**Fire Safety Fundamentals And Proper Use Of Fire Extinguishers**” conducted by **Emirates Civil Defence Academy**, Dubai on 2018.
- ★ Won the “**Certificate of Appreciation**” for successfully obtaining the “**Dubai Civil Defense Certification**” for Mada Plus Fire Rated Drywall Systems from the President, Mada Gypsum Company at Dubai on 2019.
- ★ Won the “**Certificate of Appreciation**” for successfully participating in “**Gypsum Dealers Association Kerala Chapter Conference**” from the Managing Director, Specta Décor Private Limited at Cochin on 2020.

COMPUTER SOFTWARE SKILLS

- ★ MS Office, AutoCAD, COLD & INSUL