RESUME

**JEET H PARIKH** **(B.E. - Chemical Engineering)**

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**CAREER OBJECTIVE:**

To contribute my skills and knowledge to the relevant challenging environment that brings out best results through collective efforts. Looking for a challenging career where I can build my skills and experience to work with the growing organization.

PROFESSIONAL SUMMARY

 **M/s Kreta Industries LLP, Mumbai Jan 2017-present**

 **Business Development Manager**

* Managing procurement, operations, sales and marketing of trading company of chemicals & EHS compliant plastic safety duct system.
* Handled sales & logistics of construction chemicals and building materials - AAC Blocks, PCE based superplasticizer, SNF-A, B & C, Redispersible polymer powder, MHEC, HPMC, TIO2 etc.
* Personal care industry – AOS powder, Cocodiethalamide, STPP, CMC etc.
* Achieved sales worth ₹ 30 lakhs in first year of business through brand development, digital and offline marketing
* Promote the company brand to key buyers, ensuring their knowledge is current an

Appropriate.

* Generating new business both in face to face meetings and over the phone.
* Writing up concise, value-based sales proposals.
* Replying to all customer enquiries in a timely and accurate manner.
* Developing and maintaining a database of all contacts.
* Reduced costs through optimized inventory management and logistics planning

 **M/s Trans Asia Pipeline Services, United Arab Emirates Sept 2015 – Nov 2016**

 **Project Engineer**

* + - * Responsible for **Sales, Engineering** & **Operations** for the Process services division for the Middle East region.
* Continuously identified measures for process improvement and deciding process parameters to get maximum output from all operations,  maintaining appropriate documentation while ensuring precision, accuracy and compliance to the engineering standards.
* Plan, direct, supervise and control the delivery of the scope of services. Assign responsibility for executing project plans to key subordinates after careful assessment of how to utilize their qualifications and strengths.
* Hold periodic (Preferably once in a week/Two weeks) meetings with customer with updates of progress highlights.
* Searching for new clients who will benefit from the wide range of services and maximizing client potential in designated regions. Developing new business for current and future services portfolio.
* Providing technical sales support, following up technical inquiries to develop competitive Techno commercial proposals.
* Worked in projects of Refurbishment, Nitrogen/helium leak testing, Chemical cleaning, De-Oiling & H2S Neutralization, Chemical & Surface treatment, District cooling plant flushing, Piping, Commissioning, Hot Oil Flushing in

**Energy industry** for client like Exterran Belleli (Sharjah)

**EPC Industry** for client like McDermott Middle East (Dubai), KJO (Saudi)

**Nuclear Power industry** for client like YounChang Engineering,Baraka Nuclear Power Plant (Abu Dhabi), Samjin (Abu Dhabi)

**M/s Gates Engineering and Services, United Arab Emirates Oct 2013 – July 2015**

**Chemical Engineer**

* Responsible for **Sales, Engineering** & **Operations** for the Process services division for the Middle East region.
* On receipt of a Project order, make sure it is clean and in order. Summarize the critical points of the contract and communicate to the concerned personnel within organization and to the customer to ensure smooth execution of the project.
* Hold post award & Kickoff meetings and work with Service Team, Sales team and application engineering to assure customer order requirements are accurately and completely input to our order processing and manufacturing systems.
* Carrying out investigations and site surveys to estimate the scope and feasibility of the project.
* Worked in projects of Refurbishment, Chemical cleaning, Chemical & Surface treatment, District cooling plant flushing, Piping, Commissioning, Hot Oil Flushing in

**Onshore Rigs** for clients like Seajack Hydra (Dubai), Nakkilat Keppel Offshore & Marine (Qatar), Hercules Offshore (Sharjah), and FLNG Turret Shell Project (Dubai)

**Steel Industry** forclients like SMS MEER, SULB Steel plant (Bahrain)

**Ship Building Industry** forclients like Grand weld, Ali & Sons Marine Engg (Abu Dhabi), Dry Docks World (Dubai)

**Process Equipment Industry** for clients like Zamil Hudson co. ltd (Saudi), Zamil Cool Care (Saudi) (District Cooling Plant Flushing)

**Refinery Industry** for clients like DUGAS (Dubai).

**M/s Excel Crop Care Ltd, Kutch,Gujarat, India Feb 2012 – Aug 2013**

**Chemical Engineer**

Execution of Spray Drying Operation Plant & Phosphoric acid plant

* Responsible for **Procurement, Erection & Commissioning** of spray dryer, cyclone separator, heat bead exchanger, ventury mills and blower etc. at plant scale.
* Study on energy conservation, preparation of cost- benefit analysis report for management approval.
* Study of utility requirement and execution of Thermic Fluid heater and Chilling unit at plant scale.
* Interaction with peer units, vendors, suppliers and other technical entities for regular updating status-quo. Project work also involved activities like material & manpower planning.
* Root cause analysis for improving consistency of Operations and break down.
* Apart from this as an additional responsibility I was nominated as a core member of ISO 140001, which is related to environmental management system.
* have also worked on a lab scale project which included manufacturing of Ammonium Carbamate.

**M/s Mody Chemicals & Pharmaceuticals Pvt. Ltd, India July 2011 – Jan 2012**

**Project Trainee**

* Worked as a **“Project Trainee”** from with M/s Mody Chemicals & Pharmaceuticals Pvt. Ltd., who manufactures various bromine based derivatives and catalysts.
* During the training program I had an opportunity to work on a new project named ‘N- bromo Succinimide’ in their designing & development team. In this project my job responsibility was to test the finished products on Gas Chromatography Machine.

**INTERNSHIP**

* Worked as a Vocational trainee in “Indian Oil Corporation Limited” during my final year project work. i.e. (Desulphurization of Diesel Oil).
* As a part of study program visited to various factories like “Rashtriya Chemicals & Fertilizers, Mumbai and HPCL & BPCL Ltd, Gujarat. Study program also included seminars on Process Engineering held by the above companies.

**EDUCATIONAL QUALIFICATION**

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| **Qualification** |  **Institute** | **Board/ University** | **Year** |
| Bachelor in Chemical Engineering | Dwarkadas J. Sanghvi College of Of Engineering | Mumbai University | 2007-2011 |
| H.S.C (Science) | A.V Patel Jr. College | Maharashtra Board | 2005-2007 |

# TRAINING

1) Permit to work training at Lamprell, Hamriyah

2) Basic Offshore Survival Induction and Emergency Training (BOSIET)-OPITO & Basic H2S Training-OPITO AT FALCK Safety Services, Dubai.

3) Petroleum Development Oman (PDO) HSE, H2S & SO2 awareness & escape training at Safety Technical Services, Oman.

SOFTWARE SKILLS

* MS – Office ,Microsoft Visio, ANSYS,Java, C++ & Auto-Cad

# PERSONAL DATA

**LANGUAGES:** English: Fluent

 Hindi: Fluent

**PERSONAL:** Nationality : Indian

Marital Status : Single

Date of Birth : 26th May, 1989

# EXTRA CURRICULAR/HOBBIES

* Organized & managed Social Services events like blood donation camps.
* Played Inter-school Cricket competitions such as Guiles and Harris Shield.
* Core member of Indian Institute of Chemical Engineers (IICHE) student chapter.
* An enthusiastic in exploring new things, places, adventures and meeting different variety of people.