

SYED MUHAMMAD IMRAN QASIM



## **POSITIONS HELD**

### **Wisteria (SMC - Private) Ltd.**

#### **Senior Consultant**

**Jun. 2015 to date**

Managing **Sourcing, Sales & Marketing** and **Planning & Distribution** of Energy Conservation / Alternate Energy products / projects including

- Lighting
  - Explosion proof lighting
  - Clean room lighting for Pharmaceutical industry
  - Lighting load calculation with simulation for optimized Lux/power combination
- Insulations for energy conservation
  - Inflector – heat filters with light passage
  - Roof insulations
- Solar Water Heating Systems
  - Solar Water Heaters - Domestic
  - Solar Water Heaters - Industrial
- Renewable Energy
  - Photovoltaic Systems
  - Wind Turbines
  - Photo-Wind Hybrid Systems
  - Specialty Solar Gel Batteries
  - Off-grid Inverters
  - Solar Charge Controllers
  - Solar Panel Mounting Systems

### **K-Electric (formerly KESC)**

#### **Deputy General Manager - Transformer Switchgear Workshop**

**Nov. 2013 to April 2015**

Overall responsible for the Execution, Quality Assurance, Process improvement and R&D activities, it included;

- Sourcing of material from variety of local and foreign vendors
- Planning of resources and material
- Process rationalization and lean manufacturing
- In house quality of the product
- Interaction internal & external departments for execution and implementation of enhancement projects like test bench and product development
- Improvement in the designs of the transformers being repaired
- Preparation & issuance of material and product specifications
- Discussion with suppliers / vendors regarding the execution of various project continued ...

... from previous

- Reduced cost by introducing cheaper alternate sources with compatible quality
- Reorganized process flow for improved production timings and throughput time
- Introduced in house MRP system for improved material planning and cost reduction
- Implemented responsibility matrix for check and balance
- Documentation and cataloging of designs
- Digitalized the data collection and tracking of transformer data

## **Siemens Pakistan Engineering Co. Ltd.**

### **Manager - Transformer Engineering & Design Department**

**April 2001 to Nov. 2013**

Overall responsibility of the department, it included;

- Setting the direction of the department in line with business opportunities and strengths / weaknesses of the team, keeping in view any threats that may arise
  - Personnel management of a team of 8-10 members, including their professional development
  - Interaction with all departments including production, sales & marketing, purchase & test field etc.
  - Liaison with other Siemens factories & principals in Germany for R & D activities and other matters in which support is needed
  - Discussion with customer where necessary for evaluation of customer requirements
  - Preparation & issuance of material and product specifications
  - Technical evaluation & authorization for use of alternate material in case of non-availability of standard material
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- Restructured department for improved output
  - Implemented Customer focus for both in-house and external clients
  - Active involvement in Sales and Marketing to reach customers for the solutions of their problems. This enhanced sales of private clients many folds
  - Introduced tools and techniques used in Europe for product improvement via R&D
  - Outside department contributed in many projects for lean manufacturing and continuous improvement

### **Group leader - Offer execution**

**July 1996 to March 2001**

Study of Tenders & offer preparation for equipment needs in Grid stations and Sub stations

The responsibility included;

- Material and cost estimation with procurement and shop hours
- Delivery schedule preparation in collaboration with shop loading and material availability
- Sourcing of accessories and components from local and international suppliers as mentioned in detail below
- In some cases suggesting the most appropriate product according to customers' needs

Besides the above stated activities I;

- Reorganized procedures for fast and accurate offer execution and comparison at order stage for future reference
- Handled record number of offers during business year 1996-97, of which several converted into orders

## **Design Engineer**

**March 1993 to July 1996**

- Provide manufacturing drawings to shops
- Convert manual calculations/drawings to an integrated computer system and compatible with MRP system
- Rationalize the old designs for material and time savings

## **Improvement & Works Project Department**

**April 1991 to March 1993**

- Evaluate the practical viability of suggestions received for improvement and problem solving
- Develop and increase local manufacturing to support deletion program
- Vendor Management and sourcing
- Monitor and assist implementation of rationalization plans from material procurement/planning till production floor

## **Production Planning**

**September 1989 to April 1991**

- Material Planning and production Scheduling (on Prodstar MRP software)
- Coordinate between Sales, Design, Procurement and Production Departments
- Inventory Management (physical and software based)

## **PROFESSIONAL EXPERIENCE**

**Siemens Pakistan Engineering Co. Ltd.**

**1989 to 2013**

### **GENERAL**

#### **International exposure**

Continuous interaction with international interfaces both within and outside Siemens

#### **Within Siemens**

- Regularly traveling to Europe to Attended R&D meetings and for discussions on technical support and collaboration.
- Visited 4 Siemens transformer manufacturing plants
- Collaborated with several Siemens factories including Brazil, China, India, Austira, Portugal, Hungary etc for different activities. Handled several visits of their delegates including some for technical audits

#### **Suppliers**

Since 1996-97, have dealings with various international suppliers eg.

- For tap changers (OLTC) MR-Germany. Visited their plant in Regensburg – Germany.
- For Insulating material and transposed conductors with Chinese suppliers
- For Cables Elsewedy Cables Saudi Arabia
- For power cable connectors with RIBE-Germany
- For monoblock & BS bushings Webster Wilkinson of England
- For Distribution transformer accessories with Italian suppliers (Comem and CED)
- For Distribution transformer Turkish supplier Elemek
- For Enameled Copper wire for distribution transformers Elsewedy Electric S. Arabia
- Also in past French supplies ASP France for off circuit tapchangers
- Various others for single items in Brazil, India and above mentioned countries.
- For clarifications of power transformer bushings carried out successful discussions for the ordered material according to the requirements.

PROVIDING TECHNICAL SUPPORT AND COST REFERENCE TO THE PURCHASE DEPARTMENT WAS A REGULAR FEATURE AS WE WERE THEIR TECHNICAL COUNTERPART

## **Customers**

- For clarifications with the customer requirements discussed the matters in Saudi Arabia and executed successfully the Package transformers according to the customer needs.
- Negotiated and technically clarified the transformer and switch gear requirements in Kuwait with Al-Ahlia Switchgear Company for the joint execution.
- Regularly sort out technical matters with customers with sales convincing the customer what is best for them technically and economically.
- Visited Afghanistan in 2011 for conducting training related to product 'Transformers' for the field engineers and technicians.

## **ISO Exposure**

- At least 6 successful ISO audits, with 3 as a departmental head latest with ISO 9001-2008
- Worked in successful migration from ISO 9001-1993 to ISO 9000-2000
- Participated actively in the preparation process for achieving ISO 9001 Certification in 1998

## **IT Orientation**

- Contributed actively in various projects involving conversion from manual to computerized system.
- Involved in the development of software for offer and order execution from concept visualization phase to actual implementation and utilization
- Introduced and involved in utilization of hardwares in line with the softwares and security purpose
- Developed several small programs on spread sheets for better and efficient working.

## **HR Activities**

- Regularly included in the interview panels for Unit wise and company wise selections
- HR counselor representing my Business Unit at the Divisional level
- Training coordinator for the Business Unit for the technical personnel – this includes; orientations, sorting problems arising from interpersonal conflicts due to their lack of work environment experience, relocations according to aptitude & skills, maintaining their motivation etc.
- Internship supervisor for the Business Unit for more than 10 years (I personally focus on guiding the interns for the selection of careers after completion of their graduation)

## **TEACHING EXPERIENCE**

- Taught as a visiting faculty at Business Schools, NUML etc). Taught Financial management in NUML during 2007
- Taught 'Management Science' and 'Business Process Re-engineering' at Iqra University in MBA program in 2015
- Taught Project Management at NED UET in Civil Engg. Deptt. Engineering Management Program in Spring 2009 semester
- Teaching 'Operations Research' in the same program at NED. Teaching this course regularly since 2011

## **EDUCATION**

### **Master of Business Administration**

**1994**

**Institute of Business Administration - IBA**

With courses of marketing & finance

### **Bachelor of Engineering – Mechanical**

**1988**

**NED University of Engineering and Technology**

## **Computer Proficiency**

Thorough knowledge of using the following softwares;



AUTOCAD, MS Project, MS Access, MS Power Point, MS Excel, MS Word


## **HOBBIES & INTERESTS**

- Proficient user of Internet
- Reading books and journals on a wide spectrum of topics including the ones pertaining to my profession
- Flair for poetry
- Enjoy Playing Table Tennis and Cricket.

## **CONTACT DETAILS:**

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## **REFERENCES**

Will be furnished upon requirement