



SIAM SHAKIL

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PROFESSIONAL SUMMARY

Mechanical engineer and technical sales professional with 5+ years of experience spanning B2B power generation sales, global R&D operations, and multi-stakeholder account management. Proven track record of meeting sales targets and project delivery, bringing a combination of mechanical engineering credentials, supply chain expertise, and sales and business development experience - well positioned to drive business development in Bangladesh's growing energy and technology market.

CORE COMPETENCIES

Technical: Mechanical System Designing & Analysis, Prototyping, DFM, Additive Manufacturing, TRIZ, QFD.

Business: Planning & Prioritization, Technical Business Development, Negotiation & Persuasion.

Operations: Process & Service Design, CRM, Vendor Management, Project & Product Management.

Collaboration: Cross-cultural Client Engagement (Japanese, European, American), Global Supply Chain Communication, Decision-making & Development Prioritization.

Experience

Senior Mechanical Design Engineer | BJIT Ltd, Mechanical Department

3y+ (December 2022 - Present)

Worked with Japanese, Northern-European and American clients as a support engineer from offshore site.

Valmet VMS:

- Spearheaded the Valmet VMS project by orchestrating communication with stakeholders across the global supply chain operation of Valmet, and managing commercial item catalog.
- Received in-depth knowledge of sourcing and operational methods for Valmet's commercial components, contributed to efficient workflow management and order management processes.
- Effectively contributed to resource allocation and planning, maintained key metrics to meet delivery quality and timeline.

Valmet GC Maxum:

- Successfully coordinated the conversion of R&D data for the GC Maxum product line, a critical integration following Siemens' acquisition by Valmet.
- Expanded project scope to include legacy R&D data discrepancy analysis and resolution.
- Collaborated directly with the Head of R&D, gaining invaluable experience in world-class R&D processes.
- Extensively contributed to resource management and budget allocation, participated in decision making and prioritization of development tasks.

Engineer | BanglaCAT, PSD-E&T

1y 9m (April 2021 - December 2022)

Joined as MTO and played main role in PSD department under power generation and transportation division.

- Rotated through four key revenue-generating departments: Prime Sales, After Sales, Marine, and Large Business Accounts, gaining a holistic understanding of the business.
- Managed a fleet of 200+ gensets and 150+ accounts effectively.
- Excelled in the Product Support Department (PSD) as a Sales Engineer, focusing on vendor, client, and order management.
- Accomplished a remarkable 200% of the sales target for lube oil in a single quarter, showcasing strong sales and business development skills.

- Consistently met 95% of sales targets on average, demonstrating a consistent ability to deliver results.
- Improved credit recovery period by 15 days by analyzing historical sales data, streamlining payment process & improving existing credit management process.
- Participated in demand planning, forecasting and buffer inventory management.
- Applied service design principles to enhance the overall after-sales process, improving customer satisfaction and operational efficiency.

Trainee Engineer – Maintenance | KAFCO (Karnaphuli Fertilizer Company Limited)

(May 2019 – June 2019)

- Received hand-on training on plant safety, regulations and operations.
- Received extensive training on plant maintenance principles and workflows.

EDUCATION

B.Sc. in Mechanical Engineering | Rajshahi University of Engineering & Technology (RUET)

(2016 – 2021)

HSC | Chattagram College

(2013–2015)

PROFESSIONAL TRAININGS & COURSES

❖ **Product Management**

Issued by: Ostad
Certificate ID: C18206

❖ **Certified Solidworks Professional in Mechanical Design (CSWP)**

(Advanced in Surfacing, Sheet Metal, Weldment & Drawing Tools)
Issued by: Dassault Systèmes

❖ **Certified Supply Chain Analyst (CSCA)**

Issued by: ISCEA -International Supply Chain Education Alliance

❖ **Excel Skills for Business**

Issued by: Macquarie University on Coursera
Credential ID: 9AZGHX8LLVLJ

❖ **Principles of Design Thinking**

Issued by: Autodesk Design Academy

AWARDS & ACHIEVEMENTS

❖ **2020 ISCEA PTAK PRIZE (Global Supply Chain Case Competition)**

Scholarship Winner, Arranged by ISCEA Bangladesh, August'20

❖ **ASME Student Challenge: Designing for Social Impact**

2nd Runner up, Arranged by GrabCAD, Siemens & ASME, August'19

❖ **MadCAD, ASME E-fest India**

Champion, Arranged by IEM India & ASME, February'19

❖ **CAD Crunch**

Champion, Arranged by BAC (BUET Automotive Society), March'17

❖ **CAD Contest**

Runner Up, Arranged by SAE RUET Branch, March'17

Reference

Md. Imam Hossain Bhuiyan

Deputy Manager

Product Support Dept. (Energy & Transportation) | Bangla Trac Limited – BanglaCAT

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