



# MANSOOR MUHAMMAD

## MECHANICAL ENGINEER

### PROFILE

Mechanical engineering graduate with a Master's from Queen Mary University, skilled in precision design (AUTOCAD, SolidWorks), rigorous simulation (ANSYS, CFD), and programming (MATLAB). Drove operations excellence, propelling a Formula Student team to global 2nd rank, securing sponsorships from Lucas Oil, Red Bull, RS Tools, and Siemens. Innovatively optimized manufacturing processes at TrioTech Dies, adeptly leading design, production, and quality assurance. Engineered IMechE-compliant fuel systems, blending regulatory precision with hands-on fabrication prowess. Proficient in diesel engine dynamics from Winterthur Gas and Diesel internship. Ready to engineer solutions that exceed expectations.

### WORK EXPERIENCE

#### Alttkamul Altqani Computer

2024- PRESENT

##### Sales Consultant

- Developed strategic business initiatives to expand the client base for smart robotics solutions.
- Implemented targeted lead generation techniques to boost qualified leads.
- Managed client accounts to ensure high satisfaction and retention rates.
- Conducted market analysis to identify growth opportunities and mitigate competitive threats.
- Collaborated with cross-functional teams to formulate and execute effective sales plans.

#### Safestore (UK)

2022 - 2023

##### Sales Consultant

- Utilized consultative sales techniques to understand client needs, identify pain points, and offer customized solutions.
- Built strong client relationships, leading to repeat business and valuable referrals.
- Proficiently managed leads, tracked interactions, and monitored sales performance using CRM software.
- Conducted thorough market analysis to uncover trends, opportunities, and potential areas for expansion.

#### Queen Mary Formula Student (UK)

2021 - 2022

##### Head of Operations

- Managed the entire operations department consisting of 6 teams and 30 members. Under my leadership, the team rose from 13th in standing to 2nd in the global standings (1st in the UK).
- Acquired £15543 (AED 72739.72) in funding by presenting business proposals to the engineering department at the university and by acquiring professional grants (Westfield Grant).
- Secured sponsorships with firms such as Lucas Oil, Red bull, RS tools and Siemens.
- Strengthened logistical skills by coordinating major events, such as a 50-member team trip to Silverstone for the Formula Student Competition.

#### Queen Mary Formula Student (UK)

2020 - 2021

##### Head of Associate team and Powertrain Engineer

- Oversaw establishment of the associate team for the 2020/21 academic year. Played a pivotal role in amplifying the associate student base by forging strategic alliances with the Engineering department and the Students Union.
- Led the design, fabrication, and integration of a meticulous fuel system, complying with IMechE regulations, crucial for the Silverstone competition in July 2021. Sharpened skills in mechanical design, regulatory adherence, and hands-on fabrication.

#### TrioTech Dies and Tools (UAE)

Aug 2020

##### Intern

- My internship at TrioTech was primarily dedicated to practical immersion in the end-to-end process of manufacturing molds. This comprehensive experience involved an in-depth engagement with three pivotal departments: Design, Production, and Quality Assurance.
- Initiated, executed, and successfully delivered end-to-end design and manufacturing projects for client-specific products, showcasing proficiency in translating conceptual designs into functional prototypes

### CONTACT

+971 50 308 9572

mansoor.mohd@hotmail.com

in/mansoormuhammad

### EDUCATION

2018 - 2022

QUEEN MARY  
UNIVERSITY OF LONDON

Master of Engineering (MEng) in  
Mechanical Engineering

### SKILLS

- Project Management
- Business Development
- Teamwork
- Time Management
- Leadership
- Solidworks
- Ansys

### LANGUAGES

- English (Fluent)
- Urdu (Fluent)