

Afzaal Rafiq

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PROFESSIONAL GOAL

To join a dynamic and progressive organization offering ample opportunities for diversified experience. Seeking a position that will ensure continued professional growth, offered by an environment in which advancement is based on the strength of individual contribution to the realization of organization goals. A highly-motivated and results orientated person with proven track record of providing exemplary levels of service required for a successful career advancement position. Boasting an established ability to deliver growth, maximize and achieve set targets and standards. Being Quality control engineer my experience includes product quality and process enhancement. Specializes in utilizing advanced methodologies to elevate product quality, optimize processes and ensure compliance. Proven success in leading teams to implement effective quality management systems, driving continuous improvement and fostering a culture of excellence.

Currently seeking an appropriate highly autonomous position in organization where I can utilize my experience in challenging environment to achieve the corporate goals.

Academic Qualification:

- BSC (Electrical Engineering)

Major Courses Studied:

Electrical:	Electrical Circuit Analysis, Electronic Devices, Digital Logic Design, Electric machines, Semiconductor materials and Devices, Integrated Circuits.
Telecommunication:	Signal and system, Digital Signal Processing, Antennas and Wave Propagation, Filter design, Optoelectronic Devices, Wireless Communication.
Computer Software:	Introduction to C, System programming, Object Oriented Programming Structures (OOPS), MATLAB.
Interfacing:	Micro Controller and Computer Architecture.
Certificate:	Certificate in Project management

Experience:

Quality Control Engineer

Currently working as QC Engineer in Riyadh Cable Group of Companies (Riyadh Cables), one of the pioneer cables manufacturing company in Gulf region with a manufacturing of OHL, Wires, Fiber optic, telephone cables, LV, MV, HV, EHV cables. Being QC Engineer my experience includes overseeing and implementing quality control procedures in manufacturing. Skilled in conducting inspections, identifying defects and improving production processes to ensure quality compliance.

Responsibilities:

- Coordinate and implement quality control objectives and procedures to solve production problems.
- Conducts evaluations and compliance in manufacturing process to ensure adherence to standards.
- Creates, reviewed and revised standard operating procedures (SOPs) while assisting with effective root cause investigations.
- Implement comprehensive data analysis to identify trends and areas for improvement.
- Identify corrective and preventive actions, implementing continuous process improvements across operations.
- Provide quality oversight on the shop floor, addressing manufacturing deviations in real time.
- Monitor compliance to ensure all procedures align with SOPs and regulatory requirements.
- Developed and implemented quality management system to enhance operational efficiency.
- Conducts training for QC team on quality standards, procedures and best practices.
- Led root cause analysis for non conformance issues, driving corrective actions.
- Analyze In process inspections, process control activities, scrap rates and calculations.
- Preparing monthly bulletin for all manufacturing processes to check, maintain and control the deviations in different processes.
- Leading and participating in learn events related to quality improvements.
- Facilitated internal audits to identify gaps and ensure compliance with industry regulations.
- Determine key process indicators metrics and drive improvement to those metrics.
- Establish quality control testing requirements of analytical instruments and reference standards.
- Collaborate with calibration department for timely calibration of all the QC testing equipments.
- Maintain inspection documents, forms, plans, test certificates and all other records.

Project Sales Engineer

Worked as Project Sales Engineer (With Local and foreign customers) in Riyadh Cable Group of Companies (Riyadh Cables), one of the pioneer cables manufacturing company in Gulf region with a manufacturing of OHL, Wires, LV, MV, HV, EHV, Fiber Optic and Telephone cables.

Responsibilities:

- Responsible for handling from starting stage (inquiry) till the final shipment.
- Expediting different stages of P.O.
- Coordinate with production team to maintain delivery schedule.
- Able to respond to functional and technical elements.
- Maintaining long term relationships with the clients by recording and maintaining client contact data
- Acquiring business by adding new clients to increase the profits.
- Implementing new sales strategies and find areas of improvement.
- Analyzing market trends and competitor's activities to create products that suit the customers needs.
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Administering client accounts
- Analyzing costs and sales
- Preparing reports for higher management.
- Meeting regular sales targets
- Coordinating sales projects
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Solving client problems

Worked as QC Engineer in HV/SC testing lab Ministry of Water & Power Islamabad.

High Voltage & Short Circuit Testing Laboratory, WAPDA, Islamabad (Pakistan)

Being the sole WAPDA organization certified with ISO 9001:2008, laced with most sophisticated and state-of-the-art equipment, this lab. is 1st of its kind in the whole Muslim world, 4th in Asia and 19th in the world. This lab. conducts variety of quality assurance/quality control tests on Electrical Power Equipment manufactured all over the world.

RESPONSIBILITIES:

As QC Engineer my experience include testing of all Electrical Power Equipments particularly, power transformer, distribution transformer, current transformer, potential transformer, lightning arresters, XLPE power cables, termination kits, joints and dropout cutout, disc Insulators, energy meters (electromechanical and static type.

- Started career as QC Engineer gained hand on experience on testing of different type of electrical power equipment.
- Fair command achieved on lightning impulse, power frequency, induced over voltage, transformer turn ratio, winding resistance, no load, load, capacitance and partial discharge testing of power transformers, and distribution transformers.
- Fair command on lightning impulse, power frequency ,induced over voltage, partial discharge testing of current and voltage transformers,
- Fair command achieved on lightning impulse test of incoming, outgoing , industrial, bus coupler panels of medium voltage.
- Fair command achieved on lightning impulse, power frequency wet and dry, and radio influence voltage tests on 132 and 220KV isolators.
- Fair command achieved on lightning impulse, power frequency wet and dry, and radio influence voltage tests on 11kv dropout cutout.
- Fair command on proof current and proof voltage tests on 11KV disconnecting stick.
- Fair command achieved on bending, partial discharge, lightning impulse, power frequency, capacitance and tan delta, heating cycle tests on 11KV power cable.
- Fair command achieved on partial discharge, lightning impulse, power frequency, DC, salt fog, tracking resistance, humidity tests on 11KV power cable termination.
- Fair command achieved on lightning impulse, power frequency, insulation resistance of static and electromechanically energy meter.
- Fair command achieved on viscosity, pour point, flash point, break down, capacitance and tan delta tests of transformer oil.

Worked as QC Engineer in Technopark Private Ltd Islamabad.

RESPONSIBILITIES:

- Worked as QC Engineer to gained hand on experience on testing of different type of electrical equipment.
- Facilitate in conducting site survey.
- Provide leadership role during investigations of major problems and special projects.
- Survey reporting with designed solutions.
- Installation and commissioning of different equipments.
- Laying different cables and its testing, commissioning and patching.
- Trouble shooting of UPS, Rectifiers and modems.
- On site and on call customer support.
- Resolve customer complaints
- Command achieved on viscosity, pour point, flash point, break down, capacitance and tan delta tests of transformer oil.
- Designing, development and maintenance of electrical systems.
- Command achieved on lightning impulse, power frequency, insulation resistance of static and electromechanically energy meter.
- Providing pre-sales technical assistance and product education.
- Preparing reports for higher management.
- Perform internal quality audits.
- Provide quality and project updates for the business leadership team.
- Developed detailed quality plans for products.
- Establish, monitor and develop improvement plans for quality key performance indicators.
- Support continues improvement by identifying and addressing opportunities to reduce cost.
- Meetings with project team to achieve company goals.
- Provide inputs on inspection methods and improvements.
- Responsible for efficient utilization of available resources.

Skills:

Functional Skills

Client Services -Business Development -Key Account Management -Team Management.

Management Skills

Sound Judgment & Decision Making Skills -Strong Influencing skills -Achievement Oriented
Team Builder -Persuasive Communicator

Communication and IT

Fair command over hardware and software troubleshooting of PCs and laptops.-Excellent command over MS Office, MS Outlook, BAAN System, SAP system. Excellent oral and written fluency in English.

Client Relationship Management

- Maintaining excellent relations with clients to generate avenues for further business.
- Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels.
- Interfacing with Individuals / key influencers among Corporate for ascertaining requirements, making presentations and delivering need based product solutions.
- Capitalizing the products based on the Company's Investment policies.
- Implementing strategies and plans to achieve designed targets.

Interests

Love to socialize and feel happy in meeting new people and traveling to new places also reading books and newspaper are my hobbies.

Additional Note

I believe in hard work sincerity and love for whole mankind, having a strong Desire to serve for welfare. If given an opportunity these words can be proved.

References

References will be furnished on request.