

M.Fahad Qureshi

House # R-100 Sector 9,
North Karachi, Pakistan 75850

Cell # +92-300-8290092
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Objective: A managerial position in Technical Services of textile/chemical sector.

Education:

B.S (4 Year) Chemical Technology

Karachi University (Department of Applied Chemistry and Chemical Technology) 1st Division 2000.

Oct 2010-Till Date **Technical & Sales Manager** **Chemi Colour (Agent of Jay Chemicals)** **Karachi**

Company profile: Sole Agent of Jay Chemical Industries-Distributor of Reactive dyes (Jakazol/ Jakofix)

Job description:

- Generate business of dyes and chemicals in Karachi region.
- Resolve customer complaints regarding sales and service.
- Monitor customer preferences to determine focus of sales efforts
- Confer with potential customers regarding needs and advise customers on new types of products.
- Analysis and recommendations of different types of dyestuff based on customer requirements.
- Conduct trials of new products in Exhaust, Continuous and Denim processing Mills.
- Report to Higher management for Price structuring after reviewing competition activities and analysis of competition products.
- Competition products data compilation in coordination with Jay Chemicals. Confer or consult with Jay Chemical for pricing, new products and competition activities
- Co-ordination with Recovery and Logistic department.
- Product sales fore-cast and action plans to achieve sales target
- Coordination with distributors for new products and competition activities

Achievements:

- Business Development in Big Textile Units of Karachi, which were not the Customer of Chemi Colour.
- Grew new and high end product sales 100% by new marketing initiatives in Continuous dyeing and printing segment.
- Business development in Garment dyeing with dischargeable dyes.
- Successful trial of reactive dyes on Indigo Dyeing Machines with new concept.
- Problem Solving of various customers to develop the brand image and business prospects

Jan 2008-Sep 2010 **Sales Executive** **Swisstex Chemicals (Sole Agents of Huntsman)** **Karachi**

Company profile: Sales and Marketing of textile dyes and auxiliaries.

Job description:

- Generate business of dyes in Karachi region.
- Resolve customer complaints regarding sales and service.
- Customer visit and follow-ups to find the business opportunities.
- Report to Sales Manager for price structuring and competition activities
- Conduct trials of new products in Exhaust and Continuous dyers.
- Sales reports and Product fore-cast to Sales Manager

Achievements:

- Successfully introduced the new concept of Non-Contrast Colours in Big Units and got the business of high end products.
- Successful trials of one bath dyeing Acid/Reactive dyes on Socks and generated business
- Business development in piece dyeing with Acid dyes
- Successfully introduced concept of High Build up dyes and got the business from cost driven exhaust market with high end products.
- Got the sales reward on selling discontinued Indigo dye of Ciba.

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July 2005-Jan 2008 **Assistant Dyeing Manager** **Siddiqsons Denim Mills** **Hub Ind. Area**

Industry profile: Denim fabric manufacturer, spinning, dyeing, weaving and finishing

Job description:

- Planning and scheduling of new colors, coordination with marketing team for development of new shades.
- To run the shades in bulk as per customer's requirement, with different wash effects.
- Achievement of production targets on Rope dyeing machine.
- Coordination and planning with Ball warping, Re-beaming and Sizing department.
- Involved in the erection of rope dyeing machine and back process at Denim City (Siddiqsons).
- Good Idea of shade matching for Levis and other brands.
- Dyeing parameters controlling and problem solutions on running lots.
- Dyeing costing for each lot.
- Production follow-ups and responsible for its efficiency and productivity.
- Planning and supervision of Dyes/Auxiliaries stocks per month as per the forecast.
- Involved in the scheming of laboratory. Formulated the quotation for laboratory equipments from different vendors and summarize the list to get the quality equipments at best lowest prize.
- Hands on experience on Loop-tex and Rope dyeing (GMC)
- Hands on experience on Online color matching system of Hunter Lab at Rope dyeing machine

August 2003– July 2005 **Lab In-charge** **J.B Industries** **Karachi**

Industry profile: Dyer and processor of knitwear fabric

Job description:

- Dyes selection and recipe development of new shades.
- Approval of new dyes and chemicals
- Evaluation and approval of incoming dyes, chemicals and auxiliaries
- Final checking of customer fabric testing reports. Like shrinkage, light fastness, color and wet fastness.
- Final approval of Lab dips and customer correspondence
- Calibration of dispenser, spectrophotometer and different equipments of exhaust dyeing.
- Involved in the scheming of the laboratory. Formulated the quotation for laboratory equipments from different vendors and summarize the list to get the quality equipments at best lowest prize.

June 2002– July 2003 **Lab Analyst /Lab In-charge** **Al-Abbass Fabrics** **Karachi**

Industry profile: Dyer and processor of knitwear fabric

Job description (Lab Analyst):

- Color matching of cotton, polyester, nylon and acrylic fiber
- Recipe predictions from Spectrophotometer
- Dyes testing. (Reactive, Disperse, Vat and Acid Dyes)
- Chemical testing. (Caustic, Hydro, Softener, Wetting agent, Surfactants etc)
- Fabric testing through ISO and AATCC standards.
- Water testing, of incoming water, R.O water and boiler blow down water (Hardness, TDS, Sulphates, Alkalinity and pH)

Job description (Lab In charge):

- Dyes selection and recipe development of new shades.
- Approval of new dyes and chemicals.
- Evaluation and approval of incoming dyes, chemicals and auxiliaries
- Final checking of customer fabric testing reports. Like shrinkage, light fastness, color and wet fastness.
- Final approval of Lab dips and customer correspondence.
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Projects and Reports:

- Calibration of dispenser, spectrophotometer and different equipments of exhaust dyeing.
- Dissertation report over comparison of different dyeing machines used for indigo dyeing like Rope, Slasher and Loop-tex, covering all aspects of denim dyeing from warping to sizing.
- Prepared a report in Degree Program to increase the **viscosity index of lube oil** through furfural extraction.
- Involved in the erection of rope dyeing machine and back process at Denim City (Siddiqsons)

Competitive skills:

- Good knowledge of textile processing, i.e. yarn, socks, gloves, hosiery, denim, towel and fabric processing
- Good knowledge of international quality standards, i.e. **ISO and AATCC**.
- Good hands on experience on online and desktop spectrophotometers, **Hunter lab and Data Color**.
- Good knowledge of dyes and coloration techniques, i.e., vat, disperse reactive, acid, basic and indigo dyes.
- Good knowledge of Denim Processing and application of reactive dyes criterion on Slasher/ Rope dyeing/ Loop-Tex.

Computer Skills:

- Good knowledge of computer and familiar with Internet and all modern communication means.
- Good knowledge of MS Office and window operating systems
- Having knowledge of different software used for color matching, like DCI Match of Data Color, on line color monitoring system of Hunter Lab and Helios of Ciba

Personal:

- Religion Islam
- Marital Status Married
- D.OB 13th October, 1977
- N.I.C No. 42101-1964901-5
- Nationality Pakistani
- Valid Computerized Driving License NLA 29340 (Karachi)
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