

CURRICULUM VITAE

SAFAR MD.KHAN



POSTAL ADDRESS:

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DATE OF BIRTH: 15TH
APRIL 1980

PASSPORT NO-
:E4467539

OBJECTIVE

To be a part of any Professional Organization related to **Oil & Petrochemical /Chemical & biotechnological/Microbiology/Water treatment, waste Management, Environmental Technologies** sector that would provide me the opportunity to apply my theoretical & practical knowledge gained so far and to contribute positively towards the growth of the organization.

WORKING AREAS/EXPERTISE

Storm Water Management, Water Treatment, Solid Waste Management, Bioremediation for disposal of Hydrocarbon Pollution, Oil Spill Response and preparedness, refinery Sludge treatment, Violent acid neutralization, Oeliophylic polymer technology for absorbing the water hydrocarbon contaminants, onshore-offshore solution for Oil / hydrocarbon pollution, VRU, Vapour Sealing Systems for controlling the VOC vaporization (Controlling Air Pollution), Nitrogen blanketing, Cryogenic systems, Environmental Impact Assessment (EIA), API, EPA, MOEF, SPCB regulations and statutory norms, Environmental Management, Pollution Management, Safety, Health & Environment, Fire fighting systems (Rim Seal) for EFRT/IFRT. Renewable sources of Energies Mangrove Ecology etc.

PROFESSIONAL QUALIFICATION

1-Master of Business Administration (MBA)

Specialization : Marketing.
Year : 2004-2006
Mode/Type : Full time Regular Programme.
Institute/University : MONIRBA-University of Allahabad

2-Information Technology : Electronic Commerce Technologies.

Year : 2001-2003
Institute/University : FITT-IIT Kharagpur

EDUCATIONAL QUALIFICATION

1-Master of Sciences(MSc.) : Botany

Specialization : **Environmental Pollution**
Year : 2001-2003
Mode/Type : Full time Regular Programme.
Institute/University : Bhawan's Mehta College of Sciences,
University of Kanpur (CSJMU)

2-Bachelor of Sciences(BSc): Chemistry, Botany, & Zoology,

Specialization : Chemistry and Botany.
Year : 1998-2001
Mode/Type : Full time Regular Programme.
Institute/University : Christ Church College, University of
Kanpur

EXPERIENCE/EMPLOYER

1-Name of the Current Company	Green Apple Environmental Technologies (GAET Joint Venture with Abtech Industries, Albama, USA & Ram Environmental Technologies, USA), <i>(A premiere Environmental Technological firm dealing Bioremediation, Smart sponge Technology-Oeliophylic Polymer technology for Oil & Hydrocarbon Pollution for Terra & Aqua Solutions, Solid Waste Management, Water treatment & Storm Water Management.</i>
Products handled	Oil Absorbent (Bioremediation to combat hazardous Hydrocarbon Pollutants)-Ramsorb-1, Ramsorb-2, Ramsorb-3, Ramsorb-4, Smart Sponge Technology- Active & Passive Skimmer, Ultra Urban Filter Smart Pak, Lagoon Bioremediation in the water treatment, Plant, bacterial film technology for bioremediation. Bioremediation for Odour removing in the water treatment etc
Current Position	Area Manager -Oil Spill Response, Preparedness (Sales &Marketing)-West Region(Maharashtra, Gujarat & Goa)
Duration	2 May 2010 up to till date

Roles & Responsibilities

- Conducting Oil Spill Preparedness Audits and Oil Spill Risk assessment to evaluate Customers Equipment, response capability and maintenance regime.
- Proposed methodology for Bioremediation of the contaminated soil (Soil Management) in case of Oil Spillage for onshore & offshore region with proper monitoring of the bioremediation process with the evaluation of all analysis.
- Provide presentation in all Oil & Petrochemical including Chemical companies with live demonstration of our materials effectiveness.
- Providing the best quality advisory services for a range of contingency planning assignments like Oil Spill Contingency plan, marine emergency response plans for both onshore & offshore.
- Site Visit during the spill Incident and suggest the best solution to Customers with the help of providing standard specification with all proper documents in proof including API guidelines, TCLP, Leachability test etc.
- Observation on Bacterial reaction, proper monitoring, adding additional nutrients in case of requirements for activation of respiration reaction in the process of Bioremediation.
- Make proposal for each and every kind of disaster or project with all follow-ups by resolving each and every technical and non technical query.
- Identify New projects in all India refineries, State Pollution Control Boards, Modern townships, Indian Coast Guards ,Hydrocarbon Chemical manufacturers, Paint companies etc
- Prepared Quotations and Negotiations.
- Making continuous Customer Visit across the 3 States in all Petrochemical and Oil and Chemical Companies.
- Attend all Symposium, Seminar, Exhibitions related to water, Petrochemical, Chemical, pollutions etc.
- Approaching Ministry of Environment & Forest, CPCP, State pollution Control Boards to update everything related to hazardous pollutants and bioremediation concept.
- Using all Marketing tools to promote or market Bioremediation and Smart sponge technology in all India refineries with the help of State Pollution control boards, CPCB, MOEF, Airport authorities NEERI,IIP etc.

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BSc-Chemistry, MSc-Bot (Environmental Pollution), MBA-Marketing, E-Commerce Technologies

- Identifying new projects with the help of attending Exhibition, National & International Seminar & Symposium. E.g. Petrotec recently held at Pragati Maidan, New Delhi, IORS, Hotel Taj Lands, Water Expo-Mumbai etc.
- Provide free trials at the refinery for Sludge or for specific Hydrocarbon Pollutants, Send pollutants for further testification in a proper interval to measure effectiveness of our materials against pollutants.

2-Name of the Company	ECO TANK SYSTEMS, MIDC, Ambarnath, Thane, Maharashtra
Company Profile	Leading Manufacturers of Vapor Sealing Systems, Safety Systems for the above ground Floating Roof Tanks used in Refineries, Depots, Terminals to Store the VOC (Volatile Organic Compounds) E.g., Methanol, Naphtha, Crude Oil, Toluene ,MTBE etc
Products Handled	1-Vapour Sealing Systems for VOC's Storage Tanks e.g. .Primary & Secondary Seal. 2-Vapor Recovery Unit (VRU) for fixed roof Tank to Control the vapor losses up to 99.99% 3- Fire Fighting Systems of the VOC's Floating Roof Tanks-Foam Fatale-TM 4-Roof Drain Systems 5-Aluminium Dome Roof Floating Roof Tanks 6-Geodesic Dome Roof for Floating Roof Tanks.
Designation	Asst. Manager-Marketing
Duration	Since Sept-2007 to March 2010

Roles & Responsibilities

- Formulating Strategies to generate the new enquiries by using all Marketing tools to achieve the turnover of the Company and Avenues) **Market Research**).
- Registration of all our Products in all Petroleum/Petrochemical/Chemical. Fertilizers companies along with leading Consultants across the country & world Wide. E.g. IOCL, BPCL. ESSAR, MRPL, BORL, RELIANCE, JACOBS, TOYO, FOSTER & WHEELER, UHDE, KOC, KNPC etc.(**Vendor Registration**)
- To write our Specification in all new projects world wide.(E.g.; **Mechanical Shoe Seal Spec.- Vapour Mounted to BGR-OMARA, BGR KARBALA, Alzubail Refinery, etc)**
- Identify new Oil & Petroleum, Chemical, Power, Fertilizer, Petrochemical, warehouses, Terminals projects across the country & world wide also.(E.g., **Brunei Petroleum's-Brunei, Ceylon Petroleum's-SriLanka, etc)**
- To resolve enquiries generated by our customers by providing presentation, execution & Implementation and monitoring the projects with the help of marketing concepts and leadership with effective communication.
- To take the **CAPA(Corrective & Preventive Action)** and **SWOT Analysis (Strength, Weakness, Opportunities & Threat)** analysis after loosing a Sales Order associated with Sales & Marketing and do the strategic SWOT analysis in order to prevent mistakes in future.
- **Conducting Benchmarking** to find out the competitiveness in market.
- Identifying and Participating in various exhibition in the World e.g.; **IORS -2009, at Hotel Taj Lands, SAOGE-2009, at Dammam –KSA, Tank Bank at Hotel Taj Lands , Mumbai.**

COMPUTER SKILLS

Operating Systems: WINDOWS 98, 2000, ME, XP, NT.

Programming languages: JAVA SCRIPT, JAVA, HTML, XML, DHTML, VRML 2D, 3D Graphics.

Packages: - MS Access, Excel, Front Page, Outlook, and PowerPoint, Word.

Computer professional courses: Fundamental of Computation, Internet Technology, Electronic Commerce, Image Mapping, Style Sheet, Web Graphics, Audio Video Shockwave etc.

SUMMER/ INDUSTRIAL TRAININGS

1-Organization : IFFCO (Indian Farmers Fertilizers cooperative Ltd-Phulpur Unit)
Duration : 4th of May to 4th of July 2004
Training on : Effectiveness of Distribution Channel of NPK/DAP /UREA of Allahabad Region
Project Supervisor : Mr. A.R. Maurya/Mr. LSVSK Rao
Grade : A

2-Organisation : SME Chamber of India, Andheri, Mumbai.
Duration : 8 Hrs.
Training on : Tendering processes & Systems in PSU Oil & Petroleum Companies in India.
Seminar Head : Mr. V.K Venkatchalam-Director General.

PROFESSIONAL COMPENTICIES AND AWARDS

- Visited all leading **Petroleum, Chemical, Petrochemical companies** including the **Consultants** at **NCR (NOIDA, Gurgaon, Faridabad , New Delhi etc.)**, built up very strong clientele relationship with top level Executive up to GM & Executive Director.(Exploited **IOCL Scope complex, New Delhi ,BPCL, Sector-1, IOCI, Noida , Sector-1, Cals Refinery-Gurgaon, Cains Refinery-Gurgaon, Punj Loyed-Gurgaon, Foster & Wheeler,-Gurgaon, L& T –Faridabad, Lurgi, New Delhi, BGR-New Delhi, L& T Gulf-Faridabad, HMEL Noida , Engineers India Ltd-New Delhi, ONGC-New Delhi, Punj Loyed,-New Delhi, National Fertilizers ltd-New Delhi etc)**
- Visited all leading petroleum , Chemical, Petrochemical Companies in Southern part of India starting from Chennai, Visakhapatnam, Hyderabad, Bangalore, Mangalore, Ennore etc, built up strong Clientele relationship with top level Executive in all leading Oil & Petroleum end users and Consultants (e.g., BGR-Chennai, Foster & Wheeler, Jacobs-Bangalore, Consolidated Engineering-Chennai, MRPL- Refinery-Mangalore, Visakh Refinery-Visakh, Ashok Leyland-Chennai, Mecon-Bangalore, Mahul Refinery-Mumbai, Essar-Mumbai, IOCI-Mumbai, BPCL –Mumbai, ONGC-Bangalore, IMC-Uran Mumbai, Mojj –Pune, Projj Pune , Assam Petrochemical etc, UHDE India-Mumbai, Toyo Engineering-Mumbai,)
- Excellent overseas contacts and Clientele relationship across the **middle east, Nigeria, Indonesia, Saudi Arabia, Bahrain , Qatar, Kuwait, Malaysia, USA, Brunei, Oman**, I personally generated overseas database, communicated and appointed Business Representative to sell our range of products in their territory for above countries after legalization, authentication of agreement from the concern embassies & Consulates.
- Good Knowledge of **Brand Management**, Strategic Management like , **SWOT Analysis, BCG Matrix Analysis , CAPA analysis, Market Research , Consumer Behavior, Benchmarking etc.**
- Got **Special Award and a Certificate for Outstanding contribution in Market Benchmarking** of Competitors viz. Sealing Systems and Safety Systems for floating Roof Tanks.

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- Attended many International Exhibition to market our range of products. Viz: IORS-2009, 16th Annual India Oil & Gas Review Symposium, Hotel Taj Lands End, Mumbai, PETROTECH, SAOGE-Dammam, KSA, Tank Bank, Hotel Taj Lands, Mumbai.
- Outstanding contribution on Rebranding of **ECO TANK SYSTEMS TM** Range of products. Viz- 1-Vapor Recovery units –**CARBON TECH. VRU TM**, 2-**GREENTECH GEODESIC DOME ROOF TM**, **ALUMINIUM INTERNAL FLOATING ROOF 3- ROOF FIT TM ALUMINIUM INTERNAL FLOATING ROOF TM**.
- Got Special Recognition and honor to get participation of our company in Debut project for Vapour Recovery unit (VRU) after having challenging brainstorming and tough objection handling with EIL-Engineers India Ltd for HMEL Bhatinda Project the cost of Rs. 15 Crore projects.
- Handled ‘Mumbai oil Spill’ for Bioremediation and Smart sponge Technology by approaching to Ministry of environment(MOEF),Central Pollution Control Board, Maharashtra Pollution control Board, Msc Chitra,Smit Salvage, Indian Coast Guard, JNPT, Mumbai Port trust, Director general of Shipping, approached top officials up to the ministry of environment , Chairman MPCB etc
- Handled ‘Tar ball Incident-Goa’ brilliantly did demonstration, site selection for bioremediation experiment at site, made experiment at GSPCB under supervision of Chairman and various scientist of Scientist.
- Excellent Knowledge on **Environmental Science & Engineering (SHE-Safety, Health & Environment)**,Bioremediation, Microbiology, biotechnology, worked with **CPCB** (Central Pollution Control Board) and **MBCB** (Maharashtra Pollution Control Board) on notification of the Emission of VOC’s in open Environment and attended a Seminar conducted by MPCP and IOCL Mumbai in 2009 **at UICT Matunga**
- Have Put-in the Proposal to LAVASA-a modern township hill city-Pune for Ultra Urban Filter(UUF) and Smart Pak(Storm Water Management & Water treatment)

HOBBIES

- Playing football
- Reading Books

CORE STRENGTHS

- Dedication
- Willingness to face competition
- Strong Conviction
- Good in **Biological Sciences**
- Excellent in **SHE(Safety, Health & Environment)**
- Knowledge on **API/EPA/MOEF/SPCBS** and other regulatory bodies involved in Oil-Petrochemical & chemical Industries.

CORE COMPETENCIES

- Marketing Management.
- Skill on formulation of Environment Plan its implementation & Monitoring.
- Knowledge on EIA(Environmental Impact Assessment)
- Good in Chemistry, basically organic chemistry applications, principals and Formulations.
- Good Knowledge on Government policies & Guideline like(MOEF,EPA,API,CPCB,etc)

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BSc-Chemistry, MSc-Bot (Environmental Pollution), MBA-Marketing, E-Commerce Technologies

- Good in Environmental science, technologies, its principles, impacts, and formulations.
- Core knowledge in Bioremediation Technology to Combat hydrocarbon Pollution and Storm Management/water treatment, Biostimulation, Bioaugmentation, Intrinsic Bioremediation, Lagoon Bioremediation, Bacterial film technology for water treatment in water reactor

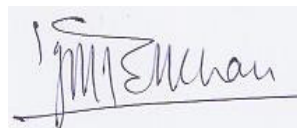
REFERANCE

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Date: 26-April-2011

Place: Mumbai.

KHAN

SAFAR MOHAMMAD