

Rami Alkhalil – MIAQA, MASHRAE

Mechanical Engineer

Summary

- Profile: Mail, 43, Married
- Nationality: Jordanian
- Current Location: Amman, Jordan
- Current Position: Sales Manager / Mechanical Engineering Dept.
- Company: Intelqa Engineering Solutions
- Mob: 00962 79 2267930
- e-mail: rami.alkhalil@gmail.com

Education

Sep, 1996 – Jan, 2001 **BSc. of Mechanical Engineering** Jordan University of Sc. & Tech. / Amman, Jordan
Average: Good

Experience

Sep, 2016 – Present **Intelqa International for Energy Solutions** Amman, Jordan
Sales Manager

The Company provides service in the field of electromechanical & Energy Sector with technical, consulation & Products supply & installation support.

Role: Managing the sales of the company in Amman, Jordan and the region. Creating new sales accounts & reconnect to old business accounts, networking with major contractors, consultants, and main developers companies to make sure our products & services are used in their projects.

Products: HVAC Equipment (AMERICAN PRO USA), Bioclimatic Air Systems USA, Vibration & Acoustics Products.

Execute Technical & Engineering studies for green buildings as per Jordan Green Building code & as per LEED.

HVAC systems design review & Value Engineering.

Indoor Air Quality (IAQ) Training, IAQ buildings assessment and Indoor Environment Solutions.

June, 2014 – September, 2016 **Spectrum General Trading** Abu Dhabi / UAE
Sales Manager

Spectrum General Trading is a company based in Abu Dhabi, UAE.

The Company is providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role was managing the sales of the company in Abu Dhabi Region, with 2 sales engineers as my team.

My role was creating new sales accounts, bring in my old business accounts, networking with major contractors, consultants, and main developers companies to make sure our products are specified and used in their projects.

Open new business channels outside UAE with other developers and international construction & Architects consultation firms to increase our company sales and market share

Products: HVAC Equipment (ZAMIL AC, KSA), Bioclimatic Air Systems USA, Vibration & Acoustics Products (Sylomer Austria), WOLF Germany Air Handling Units.

September, 2010 – June, 2014 **JGB International** Dubai / UAE

Sales Manager

JGB International is a Bahrain based company, I served in the branch based in Abu Dhabi, UAE.

The Company is providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role was managing the sales of the company in Abu Dhabi Region, with 2 sales engineers as my team.

My role was creating new sales accounts, bring in my old business accounts, networking with major contractors, consultants, and main developers companies to make sure our products are specified and used in their projects.

Open new business channels outside UAE with other developers and international construction & Architects consultation firms to increase our company sales and market share

Products: Ventilation Fans, VAV Boxes, Duct Heaters & Air outlets (CARNES USA), Bioclimatic Air Systems USA, Vibration & Acoustics Products (Acrefine UK). Special Explosion proof Air handlers (Premsol Mexico), Explosion proof Valves & Doors (TEMET OY, Finland).

Jan, 2009 – September, 2010 **MOREX INC** Dubai / UAE

Sales Manager

Morex Inc. is a US based company its HQ in Michigan, The branch was based in Dubai, UAE.

The Company is providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role was managing the sales of the company in Abu Dhabi Region, with 2 sales engineers as my team.

My role was creating new sales accounts, bring in my old business accounts, networking with major contractors, consultants, and main developers companies to make sure our products are specified and used in their projects.

Open new business channels outside UAE with other developers and international construction & Architects consultation firms to increase our company sales and market share.

Products: Ventilation Fans, VAV Boxes, Duct Heaters & Air outlets, Air Quality Engineering USA, Expansion Tanks (Wessels USA). Bell & Gossette Pumps.

Nov, 2007 – January, 2009 **Silver Coast Construction Co.** Abu Dhabi / UAE

Mechanical Dept. Head.

Silver Coast is a contracting Company based in Abu Dhabi UAE.

The Company is providing contracting services for Military and commercial market.

My Role was head of mechanical department responsible for 50 people (engineers, technicians and labors).

The ME department role is to execute the Mechanical (HVAC, Plumbing & Sanitary) works for our in house projects.

My role was managing the team to do projects re-design, cost saving solutions, produce work workshop drawings for the site execution, material submittals, follow up site execution & final hand over all mechanical works to the client as per the contract, drawings and project schedule deliverables with the exact time frame.

Dec, 2003 – Nov, 2007 **Energy International Co.** Abu Dhabi / UAE
Senior Sales Engineer

Energy International is a US based company its HQ in Michigan, The branch was based in UAE. The Company is providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role started as a sales engineer then promoted to a senior sales engineer reporting to the General Manager directly. My duties was delivering engineering full service (design & Built), sales/after-sales services including material product selection, compliance to project requirements, submittals, attending all engineering meetings till achieve client/consultant approvals.

Products: Ventilation Fans, Duct Heaters & Air outlets (Penn Ventilation USA), Bioclimatic Air Systems USA, Vibration & Acoustics Products (MASON USA). VAV Boxes (MetalAire USA), Smoke Fans (WOLTERS Germany); CFD Analysis; Johnson Controls.

September, 2001 – September, 2003 **Alshadi Trading Est.** Alkhobar / Saudi Arabia
Sales Engineer

ALSHADI Trading is a Saudi Based Company providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role was a sales engineer for the HVAC products.

April, 2001 – July, 20031 **Sources Engineering Supplies** Amman / Jordan
Sales Engineer

Sources Engineering Supplies is a Jordanian based Company providing engineering services & Material Supply for the Electromechanical, the commercial, industrial & oil & Gas Field Supplies sectors.

My Role was a sales engineer for the HVAC products.

Technical Qualifications & Experience:

- Excellent Experience Designing, specifying, installing, marketing & selling Air Conditioning & Ventilation systems for various applications, and selecting the right product for the application.
- Excellent Experience of Designing, specifying, installing, marketing & selling Seismic; acoustical & vibration products & Solutions; besides preparing acoustical & Vibration studies for various application like chillers, AHU's, Pumps, floating floors...etc (equipment including rotating parts).
- Excellent Experience of Designing, specifying, installing, marketing & selling air purification equipment for many applications like: oil & gas, Indoor Air Quality (IAQ), special filtration systems for hospital including UV lights. Considered as expert in this field.
- Excellent Experience of ASHRAE standards for health care facilities Sts173, Std 62.2 about ventilation and IAQ, ASHRAE IAQ handbook, standard 90.1, standard 189.1 and many other standards of ASHRAE.
- Excellent Experience of NFPA standards.
- Excellent Experience of Seismic restraint, stress analysis calculations.
- Excellent Experience Conducting heating & cooling load calculations.
- Excellent Experience of HVAC systems specifications as per the international & local standards. And have the ability to specify the suitable product for the required application to meet clients and stakeholders needs.
- Excellent in preparing or reviewing any technical submittal of any mechanical/Air conditioning related items.
- Good knowledge about the installation and troubleshooting of most of the above systems specially: the ventilation systems, acoustical, vibration equipment, VAV's, air purification equipment, pumps.....etc. - Using the PMP project management professional skills (processes & knowledge areas) in managing any project or any work package or break down structure.

Certification

Year	Training Title	Place / Trainer
2019	Certified International Trainer	Int. College in London ICL / UK
2019	Emergency Action & Fire Prevention Plans As Per OSHA	OSHAcademy - USA
2007	Indoor Air Quality Manager	IAQA/NADCA/ UAE

Training

Year	Training Title	Place / Trainer
2019	Industrial Hygiene – Introduction OSHA	<u>Be@ Indoor Environment Quality</u>
2019	Safety in Laboratories – Introduction OSHA	<u>Be@ Indoor Environment Quality</u>
2014	HVAC Design by ASHRAE Level II – Applications	ASHRAE / UAE
2014	HVAC Design by ASHRAE Level I – Essentials	ASHRAE / UAE
2012	Health Care Facilities Design 3 Days Training – 22 Hours	ASHRAE / UAE
2012	CARNES Ventilation Products Training 3 Days	USA
2011	Ground Source Heat Pumps – 3 Hours	ASHRAE / UAE
2010	Specialized Air Filtration & Purification systems	Bioclimatic Air Systems – USA
2010	Commissioning For High Performance Buildings – 3 PDHs	ASHRAE / UAE
2010	Alternative Water Sources for cooling Towers Make up – 6 PDHs	ASHRAE / UAE
2009	ASHRAE Standard 189.1 Standard for the Design of high Rise Performance Green Buildings – 8 Hours	ASHRAE / UAE
2008	ASHRAE Net-zero Buildings- Green Buildings	ASHRAE / UAE
2007	Indoor Air Quality Manager	Pure Air Solutions / IAQA USA/UAE
2007	Specialized Air Filtration & Purification systems	Bioclimatic Air Systems - USA
2007	PMP Certification Preparation Program	Cambridge institute of London / UAE
2007	ASHRAE Guide on Sustainable Design & Green Buildings Workshop – 7 PDHs	Dubai, UAE
2006	ASHRAE Standard 62.1 Ventilation for Acceptable Indoor Air Quality	ASHRAE / UAE
2006	ASHRAE Standard 90.1 – Energy Standard for Buildings Except Low-Rise Residential Buildings	ASHRAE / UAE
2006	ASHRAE Standard 173 – Ventilation for Health Care Facilities	ASHRAE / UAE
2006	Energy Efficiency in Chilled Water Plants – 3 PDHs	ASHRAE / UAE
2005	Pumps and Hydronic Solutions	TACO - USA / UAE
2004	Precision Air-conditioning Systems	UNIFLAIR - Italy / UA
2001	Thermal Insulation for Buildings & Piping	JEA / Jordan

Workshops & Conferences

- Chairman & Organizer the IAQA first conference / Jordan, 2019 ASHRAE Annual Conferences & technical Committee Meetings – 2007- 2020
- Codes and Standards of Products and Services with ODSs / by Ministry of Environment and Water - UAE & the United Nations Environment Program (UNEP) / UAE, 2011.
- World Energy future Summit in UAE, 2012 – Representing ASHRAE Falcon Chapter as Speaker.
- West Asia Network of ODS Officers Regional Workshop Meetings / UAE, 2011.
- Annual Symposium "Ozone Action 2nd symposium on alternative refrigerants in High" / by UNEP & ASHRAE / UAE, 2012, 2013. Organized and Vice-Chair of ASHRAE CRC Conference 2011, Abu Dhabi.
- Alternative Refrigerants for Air-Conditioning Industry in high Ambient Temperature Countries, 10-11 September 2013, Dubai – UAE.
- Program of refrigeration and Air-conditioning labeling / Work as volunteer from ASHRAE with ESMA (Emirates Standardization and metrology Association / UAE, 2011-2013.
- ASHRAE RAL CRC Conference 2011, Abu Dhabi UAE.
- ASHRAE/UNEP International conference 2011, Abu Dhabi UAE.
- Variable Refrigerant Flow Conference – April, 2014, Dubai, UAE.
- IAQM (Indoor Air Quality Manager) Workshops, UAE.
- Speaker in Many Universities & Workshops in the Region.

Participation with International Societies

- Member of JEA (Jordan engineering Association) since 2001.
- Member of IAQA (Indoor Air Quality Association).
- Member of ASHRAE (American Society for Heating Refrigeration and Air Conditioning Engineers) since 2004.
- Member of ASHRAE Technical Committee 9.6 Health Care Facilities HVAC Applications since 2012.
- Member of ASHRAE Technical Committee 9.11 Clean Spaces since 2012.
- Member of ASHRAE Committee TRG4.1AQP (IAQ). Air Filtration and Indoor Air Quality since 2012.
- Member of ASHRAE Technical Committee 2.6 Vibration & Acoustics since 2012.
- Member of ASHRAE Technical Committee 2.7 Seismic, wind & Flood Resistance Design since 2012.
- YEA (Young Engineers @ ASHRAE) leadership week in Sri Lanka CRC Meeting.
- Attended ASHRAE leadership U program 2011, program for building future ASHRAE leaders.
- Member of Scientific Committee of Mechanical Engineering section in JEA (Jordan engineering Association).
- Member of PMI.
- Attend All ASHRAE annual and summer conference besides since 2007.
- Attend All ASHRAE RAL Annual CRC conferences since 2009.
- Participate and organize symposiums with UNEP 2011, 2012, 2013, 2014.

Volunteer work & International Committees

- Member of JEA Pandemic Committee 2020 Till Date,
- Volunteer member in "Technical Committee - Energy Efficiency Standardization & Labeling (EESL) Program of ESMA (Emirates Standard and Metrology Association
- ASHRAE RAL (Region @ Large) SA RVC Student Activities Vice Chair 2016-2017.
- SHRAE Falcon Chapter Auditing Committee Chair 2014-2015.
- ASHRAE Falcon Chapter Grass Roots Governmental Activities Committee Chair 2014-2015.
- ASHRAE Falcon Chapter President 2013 -2014.
- ASHRAE Falcon Chapter President Elect 2011 -2012.
- ASHRAE Falcon Chapter Delegate 2013-2014.
- ASHRAE Falcon Chapter Alternate 2011-2012, 2012-2013, 2014-2015, 2015-2016.
- ASHRAE Falcon Chapter Honors & Awards Committee Chair 2012-2014.
- ASHRAE Falcon Chapter Board of Governors from 20010 till 2016.
- ASHRAE Falcon Chapter Membership Promotion 2009 till 2013.
- ASHRAE Falcon Young Engineers Committee (YEA) Chair 2011-2014.
- ASHRAE Falcon Chapter Secretary 2010-2011 , 2014-2015
- ASHRAE Falcon Chapter historian 2009.
- ASHRAE Falcon Membership promoting committee member 2004-2009.

IT Skills

- MS Office Tools: Word, Excel, PowerPoint, Project, Visio.
- Design of HVAC products by using computer aided programs & products software Selection.
- AutoCAD program.
- JAVA programming.

Languages

- Arabic: Native
- English: Excellent