

Haris Shafi

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EDUCATION

Texas A&M University, Mays Business School
Master of Business Administration

College Station, TX
December 2024

Lamar University
Bachelor of Science in Chemical Engineering
GPA: 3.4/4.0

Beaumont, TX
May 2018

EXPERIENCE

Sulzer

Atlanta, GA

Position: Sales Engineer

September 2018 – December 2022

Business & Market Development:

- Coordinated re-trainings for 15 municipal sales representative firms for technical presentations regarding our 12 product lines and expectations for their territories
- Main presenter and content creator for municipal sales representative meeting for about 50 representatives.
- Generated and managed 75+ sales leads and customer accounts across North America for the municipal market
- Collaborated with the Oil & Gas sales manager and Subject Matter Experts (SMEs) to determine its market penetration strategy following the successful municipal market penetration
- Developed marketing materials for the oil & gas industry and assisted in vertically marketing these materials into sales orders of about \$2M within a year

Territory Management:

- Generated \$4M in sales in 2021 covering the Midwest region (a record for that region) working with three sales representatives
- Initiated value-added sales of modular systems and increased its sales by 1,000%
- Monitored the market conditions and competition to understand a customer's specific needs and to provide solutions tailored to customers
- Designed a \$550K turnkey solution using multiple Sulzer product lines and procuring others for a bakery facility and then negotiated a corporate account to reapply the solution provided across 10+ facilities

Rental Fleet Co-Management / Pilot Engineering:

- Streamlined the rental process by creating new procedures which ensured smooth transitions from sales to project execution and maximized the efficiency of existing quality assurance processes
- Commissioned and led the start-up of 10 full-scale pilot system.
- Provided onsite consultation and followed up with technical reports for optimizing and troubleshooting existing equipment and SOW opportunities for operational savings

Application Engineering:

- Prepare process design calculations, proposals, BOMs, and preliminary P&IDs
- Provide technical support to project team to ensure the overall success of every stage of the project life-cycle

ADDITIONAL EXPERIENCE, AWARDS & LEADERSHIP

Notable Professional Experiences: Intugent – Sales & Marketing, Dow Chemical – R&D Intern, Lamar University Women's Club Soccer Coach

Scholarships: Full-ride – Trisha & LC Neely Jr '62/Heep, Hudgins Family MBA Fell, Grad Strategic

Certificates & Awards: Lion Leadership – Accelerated Management Training Program, APO Sturdy Oak Award

Leadership: Pledge-Class President of Sigma Phi Epsilon, APO Vice President of Finance

Miscellaneous: Brazoswood High School Captain of Varsity Basketball Team, Choir Officer of Varsity Choir and All-Region First Tenor, All-State Academic and All-District Soccer