

PROFESSIONAL EXPERIENCE

SANY Heavy Industry Co., Ltd, Riyadh, Saudi Arabia (Valid and transferable Iqama)

International Sales & Marketing Manager [2/02/2025 – 30/04/2025]



Job Duties/Responsibilities:

- **Sales & Marketing:**
 - Identify regional market opportunities and acquire new EPC clients
 - Drive B2B and B2C solar product sales
 - Support marketing efforts and communications
 - Develop and implement business growth strategies
 - Stay updated on market trends and industry insights
 - Travel regularly to meet clients and build relationships
- **Technical:**
 - Ensure technical compliance in proposals and designs
 - Analyze client needs and align with industry standards
 - Review of technical and commercial proposals for EPC/O&M
 - Oversee PV system design and performance evaluation
 - Support due diligence and risk analysis during development
 - Coordinate with engineering teams for timely design delivery
- **Commercial:**
 - Ensure technical compliance and system design for solar EPC projects
 - Lead negotiation of EPC, O&M, and PPA contracts
 - Support project financing, investment planning, and risk assessment
 - Manage project execution, including procurement, construction, and commissioning
 - Maintain strong client relationships and ensure successful project delivery

Project:

- UBCC Farm 2 MW Microgrid Project in Riyadh Province, Saudi Arabia (Solar-Powered Water Irrigation for Agriculture)
- Sakaka Farm 150kv Microgrid Project in Al-Jawf Province, Saudi Arabia (Solar-Powered Water Irrigation for Agriculture)

TBEA Xinjiang SunOasis Co., Ltd, Lahore, Pakistan

Project Manager [27/10/2014 – 31/10/2024]



Job Duties/Responsibilities:

- **EPC Marketing & Project Development:**
 - Perform site feasibility studies and prepare technical documentation (PQD, SOQ, LOI, etc.)
 - Manage sales of PV equipment including panels, inverters, and transformers
 - Coordinate EPC operations, subcontractor engagement, and cost proposals
 - Work cross-functionally to align project execution with client requirements
 - Support agreements related to PPA, land use, interconnection, and taxation
 - Liaise with utilities, vendors, and partners throughout project phases
 - Supervise site activities including commissioning and maintenance
 - Attend client meetings, exhibitions, and training sessions as needed

Project:

- **100 MW Solar Power Project at Quaid-e-Azam Solar Park, Bahawalpur, Pakistan, funded by the Provincial Government of Punjab, Pakistan (2014-2015)**
Roles/Responsibilities:
 - Prepared milestone documentation and completion certificates for mechanical installations, including combiner boxes, inverters, transformers (33kV), solar panels, and system connections. Managed testing reports and shipment/acceptance documentation.
 - Supported Chinese engineers and monitored subcontractors' work on PV installation, 132kV substation construction, and main complex building, reporting to the owner's engineer.
 - Coordinated with QA Solar's owner engineer and ILF (third-party inspector) on EPC milestone and construction matters.
 - Assisted the O&M team at the 100MW Quaid-e-Azam Solar Park, contributing to weekly, monthly, and quarterly reports.
- **50 MW Solar Power Project at Sindh, Pakistan, funded by Oursun Pakistan Limited (OPL), Pakistan (2018-2019)**
Roles/Responsibilities:
 - Prepared milestone documents, completion certificates, and coordinated with the technical team for final inspection forms, progress reports, and procurement schedules.



- Participated in meetings with the client (OPL) to manage payment processes, resolve delays, obtain Lender's advisor approvals, and handle Swift messaging.
- Conducted site visits to monitor subcontractor progress, review timelines, ensure quality standards, and enforce safety measures.
- Managed financial instruments including advance and performance guarantees, LC extensions, tax invoices, and transaction confirmations for compliance.
- Coordinated with Prescon Engineering (Owner's Consultant) on technical issues related to PV systems, civil, electrical, and mechanical works.
- Secured approvals for milestone completions from OPL and Prescon to facilitate payment release as per the EPC contract.

➤ **O&M for Quaid-e-Azam Solar Park, Bahawalpur, Pakistan (100 MW Solar Power Project) from 2015 to 2024**

Roles/Responsibilities:

- Coordinated with the O&M team to compile and finalize monthly and quarterly progress reports.
- Organized substation equipment test reports and agreements in preparation for bi-annual maintenance activities.
- Developed service agreements for PV welding, module cleaning, and transformer oil filling.
- Drafted subcontractor agreements for testing services and solar plant internet connectivity.
- Collaborated with the O&M team to finalize contracts for hiring an Independent Compliance Auditor.
- Liaised with QA Solar's senior management to resolve O&M performance and service-related matters.
- Supervised inspections, repair activities, and system upgrades in coordination with the technical team.
- Managed O&M staff, including training, work scheduling, and performance evaluations.
- Prepared and submitted operational reports detailing performance data and incident analysis.
- Maintained a comprehensive inventory of spare parts and managed vendor relations.
- Implemented preventive and corrective maintenance schedules to enhance equipment reliability and minimize downtime.

SKILLS

Microsoft Office Suite:

- Microsoft Word – (document formatting, reports, templates)
- Microsoft Excel – (data tables, basic charts, pivot tables)
- Microsoft PowerPoint – (professional slide design, client presentations)

Language Skills:

- English – Fluent (Professional working proficiency)
- Chinese (Mandarin) – Conversational (Passed HSK, experience communicating with native speakers since 2013)
- Arabic – (currently learning)

Technical Skills:

- PVsyst – Currently learning (familiar with basic interface and simulation workflow)

ACADEMIC BACKGROUND

✓ **M.S Optical Engineering**

Yunnan Normal University, China [01/09/2011 – 25/06/2014]

Chinese Government Scholarship awarded by China Scholarship Council (CSC)

Thesis: Maximum power point tracker (MPPT) based photovoltaic (PV) water pumping system using AC and DC motors

Thesis Published: <https://www.grin.com/document/275849>

✓ **B.Sc. Electrical (Electronic) Engineering**

Federal Urdu University of Arts, Science & Technology Islamabad, Pakistan [22/08/2005 – 30/06/2009]

Final grade: 2.93/4.00

Specialization: Electronics Engineering

Pakistan Engineering Council Registered Engineer Verification

<https://verification.pec.org.pk/v/eV/sED/i.aspx?eid=322F303533323936>

PUBLICATIONS

- 1- Rehan Jamil, Ming Li, Xu Ji and Xi Luo "An Overview of Photovoltaic Power Generation and Solar PV Technology in Rural Area of Pakistan" Poster Presentation at the 26th International Conference on Efficiency, Cost, Optimization, Simulation and Environmental Impact of Energy Systems (ECOS 2013) at Guilin, China.
- 2- Irfan Jamil, Hong Lucheng, Sheeraz Iqbal, Rehan Jamil, Hossam Kotb, Abdulaziz Alkuhayli "Predictive evaluation of solar energy variables for a large-scale solar power plant based on triple deep learning forecast models" Alexandria Engineering Journal Volume 76, 1 August 2023, Pages 51-73



- 3- Irfan Jamil, Hong Lucheng, Salman Habib, Rehan Jamil "[Performance evaluation of solar power plants for excess energy based on energy production](#)" Energy Reports Volume 9, December 2023, Pages 1501-1534
- 4- Irfan Jamil, Zhao Jiquan, Qirong Jiang, Wei Ying Dong, Rehan Jamil, "[Technical Communication of Condition Monitoring System of Hydroelectric Generating Unit of HPP](#)" 2013 IEEE 4th International Conference on Electronics Information and Emergency Communication Nov. 15-17, 2013, Beijing. 2013
- 5- Irfan Jamil, Jinqun Zhao, Li Zhang, Rehan Jamil, and Syed Furqan Rafique, "[Evaluation of Energy Production and Energy Yield Assessment Based on Feasibility, Design, and Execution of 3 × 50 MW Grid-Connected Solar PV Pilot Project in Nooriabad,](#)" International Journal of Photoenergy, vol. 2017, Article ID 6429581, 18 pages, 2017.
- 6- Irfan Jamil, Jinqun Zhao, Li Zhang, Syed Furqan Rafique and Rehan Jamil, "[Uncertainty Analysis of Energy Production for a 3 × 50 MW AC Photovoltaic Project Based on Solar Resources](#)" International Journal of Photoenergy, vol. 2019, Article ID 1056735, 12 pages, 2019.
- 7- Rehan Jamil, Li Ming, Irfan Jamil and Rizwan Jamil, "[Application and Development Trend of Flue Gas Desulfurization \(FGD\) Process: A Review,](#) International Journal of Innovation and Applied Studies, Vol. 4 No. 2 Oct. 2013, pp. 286-297, © 2013 Innovative Space of Scientific Research Journals.
- 8- Rehan Jamil, Irfan Jamil, Zhao Jinqun, Li Ming, Wei Ying Dong, and Rizwan Jamil, "[Control and Configuration of Generator Excitation System as Current Mainstream Technology of Power System](#)" International Journal of Innovation and Applied Studies.
- 9- Rehan Jamil, Irfan Jamil, Zhao Jinqun, Li Ming, Wei Ying Dong, and Rizwan Jamil, "[Theoretical Studies of Automatic Generation Control Technology,](#)" International Journal of Innovation and Applied Studies, vol. 4, no. 4, pp. 636–642, December 2013.
- 10- Rehan Jamil, Jamil, I., Li, M., Jinqun, Z. "[Development Tendency of Energy: A Short Review](#)". World Academy of Science Engineering and Technology, International Science Index 81, International Journal of Environmental, Earth Science and Engineering (2013), 7(9), 74 - 79.
- 11- Rehan Jamil, Irfan Jamil, Zhao jinqun, Ming Li, Jiang Qirong, Rizwan Jamil "[Development Trend of Chinese Hydroelectric Generation Technology of Hydro Power Plant \(HPP\)](#)" International Journal of Engineering works, Vol.1, Issue 1, PP. 1-5,
- 12- Rehan Jamil, Irfan Jamil, Muhammad Ismail, Naveed Ur Rehman "[Case Study of Wireless Networking for Small Business](#)", International Journal of Engineering Works Vol. 1, Issue.1, PP. 20-25 Sept. 2014.
- 13- Irfan JAMIL, Rehan JAMIL, Kazuo NAKAMURA, "[Matrix Converter in Power Electronics as a Power Supply for Plasma Control: A Short Review and a Foresight](#)", Research Institute for Applied Mechanics Kyushu University, Japan. ISSN 1345-5664
- 14- Irfan Jamil, Rehan Jamil, Zhao Jinqun, Jiang Qirong, Wei Ying Ddong, Li Ming, Rizwan Jamil "[Application and Composition observing system of Automatic Weather Station \(AWS\) and Power Grid \(PGMIS\)](#) Electrical and Electronics Engineering: An International Journal (ELELIJ) Vol 2, No 4, Nov. 2013.
- 15- Irfan Jamil, Rehan Jamil, Rizwan Jamil, Zhao Jinqun and Abud Samee, "[Technical Communication of Automation Control System in Water Treatment Plant](#)", International Journal of Innovation and Applied Studies, Vol. 4 No. 2 Sep. 2013, pp. 28-36, © 2013 Innovative Space of Scientific Research Journals.
- 16- Irfan Jamil, Rehan Jamil, Zhao Jinqun, Li Ming and Rizwan Jamil, "[Applied analysis and construction of Prevention, Monitoring and Early Warning System of Mountain Torrent Disaster](#)", International Journal of Innovation and Applied Studies, Vol. 4 No. 2 Oct. 2013, pp. 298-310, © 2013 Innovative Space of Scientific Research Journals.
- 17- Irfan Jamil, Rehan Jamil, Zhao Jinqun, Li Ming, Wei Ying Dong, and Rizwan Jamil, "[Condition-Based Maintenance Decision-making Support System \(DSS\) of Hydropower Plant](#)", International Journal of Innovation and Applied Studies, Volume 4, Issue 3, November 2013, Pages 593–602
- 18- Irfan Jamil, Rehan Jamil, Abdul Ghaffar, Li Ming, Zhao Jinqun, and Rizwan Jamil, "[Technical Analysis of Coal Utilization and Environmental Pollution](#)", International Journal of Innovation and Applied Studies. Volume 4, Issue 3, November 2013, Pages 568–581
- 19- Irfan Jamil, Rehan Jamil, Zhao Jinqun, Rizwan Jamil and Abdus Samee, "[Mathematical Model Analysis and Control Algorithms Design Based on State Feedback Method of Rotary Inverted Pendulum](#)", IMPACT: International Journal of Research in Engineering & Technology (IMPACT: IJRET), Vol. 1, Issue 3, Aug 2013, pp. 41-50, © Impact Journals.
- 20- Irfan Jamil, Zhao Jinqun, Rehan Jamil, Rizwan Jamil and Abdus Samee "[A battery Charging system & Appended \(ZCS\) PWM Resonate Converter Dc-Dc Buck Technique for Battery Charger to Yield Efficient Performance in Charging Shaping](#)" Electrical & Electronics Engineering: An International Journal (ELELIJ) Vol 2, No 2, May 2013 Wirella Scientific Publications Australia.Irfan
- 21- Jamil, Zhao Jinqun, Rehan Jamil "[Analysis, Design and Implementation of Zero-Current-Switching Resonant Converter DC-DC Buck Converter](#)" International Journal of Electrical & Electronic Engineering (IJEET) IASET Vol. 2, Issue. 2, pp. 1-12 May 2013.
- 22- Irfan Jamil, Muhammad Bilal Khan, Rehan Jamil "[A Perspective of International Ph. D. Education in China,](#)" International Journal of Business, Economics and Management Works (IJBEMW), 2022, 9 (12), pp.1-5.
- 23- Muhammad Ismail, Irfan Jamil, Rehan Jamil, "[Using SEO techniques Google Panda to Improve the Website Ranking](#)" International Journal of Engineering Works, Vol.1, Issue.1, PP. 6-5, Sept. 2014.
- 24- Muhammad Usman, Dai Zhongjian, Irfan Jamil, Rehan Jamil, Hassan Syed Mubashir "[Model Building And Cascade Compensation Of Angle Servo Control System](#)" Int. Journal of Engineering Research and Application ISSN: 2248-9622, Vol. 3, Issue 5, Sep-Oct 2013, pp.1000-1006.



- 25- Irfan Jamil, Muhammad Umer, Azhar Abbas, M. Mustafa Azeem, Rehan Jamil Analyzing the Aviation Industry based on Impact of COVID-19 using HR Strategic Management Practices: A Case Study "International Journal of Engineering Works", Vol. 10, Issue 03, PP. 30-36, March 2023

INTERNATIONAL TRAINING WORKSHOP

- International Training Workshop on STI Policy Research and Method in Belt and Road Countries, July 2023 ([Awarded a Certificate by Ministry of Science & Technology \(MOST\) China](#))
- International Training Workshop on Key Technologies of High-speed Train for Southeast Asian Countries, December 2023 at CRRC Qingdao Sifang Co., Ltd ([Awarded a Certificate by Ministry of Science & Technology \(MOST\) China](#))
- 5th International Training Workshop on Flue Gas Cleaning Technology for Coal-Fired Power Plant at Chongqing, China, June 2013 (Awarded a Certificate by Ministry of Science & Technology (MOST) China)
- International Training Workshop on Botanical Garden Development and Management at Shanghai Chenshan Botanical Garden on November 2023 ([Awarded a Certificate by Ministry of Science & Technology MOST, China](#))
- International Training Workshop on International Distance Training Course on Integrated CMACast Applications and WIS2.0 Implementation Technologies held on 28th October 2023 at China Meteorological Organization Regional Training Center in Beijing (WMO RTC Beijing) ([Awarded a Certificate by WMO RTC Beijing, China](#))
- International Training Certificate, sponsored by the Ministry of Science and Technology of the People's Republic of China and jointly undertaken by the Huazhong University of Science and Technology and HCNC GROUP, ([Awarded a Certificate by WMO RTC Beijing, China](#))
- Nominated by Energy Training and Research Center-ETRC for participation in an Online One Day CPD Course focused on "New Trends in PV Technology – HJT ERA and its Advantages Over Previous Technologies" ([Awarded a Certificate by Energy Training and Research Center-ETRC, Pakistan](#))

BOOK PUBLISHED

- [Techniques for Battery Charger System \(Power Electronics\)](#)

Publisher: LAP Lambert Academic Publishing (February 26, 2015)

ISBN (Book): 3659409758

ISBN (eBook): 978-3659409752

- [Maximum Power Point Tracker \(MPPT\) Based Photovoltaic \(PV\) Water Pumping System Using AC and DC Motors](#)

Publisher: GRIN Verlag GmbH (July 2, 2014)

ISBN (Book): 3656684073

ISBN (eBook): 978-3656684077

PERSONAL INFORMATION

Full Name: Rehan Jamil

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REFERENCES

Available upon request