

Khaleel Rehman

Director Business Development - AMERICAS at Xtralis by Honeywell Security and Fire Inc.



Highly focused in developing Vertical markets in AMERICAS i.e. Power Gen, Oil & Gas, transportation, Aviation and Industrial major projects / create robust pipe line and creation of long & short term revenue prospects for meeting Growth Expectations & YOY results.

Fire / Gas Validation and In situ - testing subject matter expert in Aircraft - Cargo ULD

Compartments, Commercial Aircrafts, and Cargo Aircrafts.

Carried out performance Fire/Gas testing Glenn Martin Wind Tunnel in UoM University of Maryland at high air velocities and High Altitude Pressure Tests as per Aviation Industry requirements.

Involved with Architect's & Engineers in AMERICAS in Industrial applications

Cross selling within Honeywell Aerospace and working OEM partners on Strategic Projects to carry out Business Development Activities

Driving Codes & Standards with HSE, Loss Prevention, AHJ & Risk Insurers from life safety aspect and best practices i.e. NFPA, CSA, BS & EN, ATEX EN / IEC 60079, HAZOP, SIL, HAZMAT, MIL, Hazardous Classification Zone 1 & 2 / Class I, II & III Div I & II as per NFPA 70 article 500

Focused and involved in raising awareness about new products/ application enhancement as a value proposition to Major EPC's & Engineering firms . Taken a key role to drive business development initiatives for variety of Industrial / Petrochemical / Manufacturing Applications

Involved in Performance Based Design -PBD and DTS - Deemed To Satisfy approach / CFD Fire & Gas Modeling / Smoke Control & Egress Time Reduction with FDS - NIST softwares in Major Critical

Transportation projects for High Speed Rail Transit Tunnels & Rolling Stock, Road Tunnels, Below Sea Level Tunnels- depth of 145 meters, Under water Submerged Tunnels, Sewerage Tunnels, Global

Involved in FIRE & GAS validation of LIVE tests, performance testing and risk assessment for challenging environments as per NFPA 130, 502, 415, 409 and 520 in sub terrain areas/applications as subject matter expert with 30 years of experience.