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| knowledge24x24icons Profile Summary   * An achievement-oriented **professional with 11 years of experience** UAE in various domains like **Lighting Sales & Marketing, Tendering, Planning & Budgeting, Contract Management, Stakeholder Management** * Currently associated with M/s Bin Moosa Debbas Trading LLC, Abu Dhabi as Senior Project Manager-Lighting Sales * **Strong skills in** developing new products, tapping profitable business opportunities and positioning the products as per market needs * **Possess strong** knowledge of LED Technology * **Resourceful in** steering operations with a view to achieve organizational objectives and ensure profitability; planning activities and preparing international marketing strategies to accomplish sales target through sales team * **Expertise in** conceptualizing and implementing strategies for enhancing business development opportunities with respect to new consumer groups & unexplored markets * **Wealth of expertise entails in drafting** technical submittal with submit third party certificate (IP, photometric and providing samples for mockup room), assembling LOI and LPO to precede the order, after-sales & service, rapid cost calculations with PCS (Project Cost Sheet), and providing customers with quotations also negotiating on variations in price, payment, delivery * **A keen communicator** with honed interpersonal, analytical and problem solving skills | |
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| core24x24icons Skill Set | |
| |  |  |  | | --- | --- | --- | | Sales & Business Development | Marketing | Tendering | |  |  |  | | Brand Management | Lighting Sales | Strategy Planning | |  |  |  | | Team Management | Cost Control | Contract Negotiations | |  |  |  | | |
| career24x24icons Career Timeline  exp24x24icons Work Experience  **Since May’10**  **M/s Bin Moosa Debbas Trading LLC, Abu Dhabi, UAE as Manager-Lighting Sales**  **Key Result Areas:**   * Conducting feasibility studies, enquiry generations, techno-commercial discussions, tendering, order execution, collection of receivables * Scrutinizing tender documents for review of technical specifications, estimates and tenders of day-to-day activities * Coordinating with clients for techno-commercial negotiations, preparation of tender/contract documents, cost estimates, including billing, variation/deviation proposals, claims * Planning materials and developing vendors for obtaining timely procurement of materials & equipment at cost effective prices to ensure smooth execution of project * Mapping client's requirements and providing them best solutions involving evaluation and definition of scope of project and finalization of project requirements * Evaluating the bids with respect to the cost estimates, scope deviation(s) and commercial deviations * Finalizing the contracts with negotiating with the contractors wherever required and putting up the recommendation for approval of the management * Drafting Lighting Design, quotation, technical submittal, lighting calculation & arrange sample for the Mockup * Monitoring associates and allocating works to lighting designer, sales support team for achieving fixed sales targets | |
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| **Accomplishments:**   * Successfully reduced cost in high value items and standardization * Increased sales turn-over and market share * Successfully **executed various projects** such as : * Abu Dhabi Future School Phase 3 Package 1- 2. * Abu Dhabi Future School Phase 3 Package 3 & 4. * Abu Dhabi Future School Phase 4 Package 3,4 &5. * Amity international School * Stepping stone school * Shike Sayed Academy for Girls School * RAK Kinder garden school * Adgas Das Island * ADNOC ruwaise housing complex infrastructure * Petrogas. * Abu Dhabi Islamic bank HQ * Emirates Aluminium Factory Pot Line 3 * Many Commercial Building (Abu Dhabi commercial building) * Al Raha Mosque * Abu Dhabi General police HQ- Training center * Sewerage plant * AL Dar HQ 13th and 14th floor ID package * A Qudra holding HQ * Abu Dhabi Airport Car Park. * Shams costal landscape lighting. * Plaza View- Commercial building. |
| exp24x24iconsPrevious Experience  **Feb’09-Apr’10**  **M/s Network Information Technology, UAE as Business Development Manager**  **Jan’04-Feb’09**  **Clipsal Middle East FZE Saif Zone Sharjah, UAE as Senior Sales Executive-Light Fittings**  edu24x24iconsCertifications   * Certification in Co-Pilot session in Lighting Project Management & Lighting Application in 2014 from Debbas Academy * Certification in Personal Effectiveness for Performance Excellence in 2014 from CIGI(Centre for information and guidance-India)   edu24x24icons Education   * MBA (Management) from Alagappa University, Dharmapuri, India in 2008   **Technical Course:**   * Diploma in Electrical & Electronic Engineering in 1995 |
| IT Skills   * MS-Office 2010 Tools (Excel, Word PowerPoint), AutoCAD, Relux, Dialux and JDE   C:\Users\rashima.gomber\Desktop\icons\personal-details24x24icons - Copy.pngPersonal Details  **Date of Birth:** 6th December 1974 **Languages Known:** English, Tamil Hindi & Malayalam |