Rahbar.348994@2freemail.com

## OBJECTIVE

A challenging pursuit in a reputed organization, where I can achieve the organization goal and get an

opportunity to expand them.

### WORK EXPERIENCE

**May 2011 - Till Date**

**COMPANY– Superhouse Middle East FZC**. - It’s an overseas unit of Superhouse Ltd. (India) who are the biggest footwear & work-wear exporter from India; we are dealing in all kind of personal protective equipment. Superhouse Middle east is responsible for all the business activities in GCC.

**JOB PROFILE- Manager (Branch Head)**

**RESPONSIBILITIES & ACHIEVEMENTS**

* Added new distributors for our range of PPE all over UAE.
* When I had joined Superhouse Middle East in May 2011, it was going in loss from a long time and within 1 year I made it a profitable unit.
* Visits China, Germany and India for new product development and added some better suppliers with very good quality and very competitive pricing.
* Kept my clients happy with quality and range of products.
* Diversified business between multiple products and multiple distributors to low down the risk factor,
* Visited **A+A (Germany)** in Nov 2013 and Nov 2015,
* Participated in Intersec in 2012 and 2013 and also in Oman fire and safety Exhibition in 2012.
* Visits other GCC countries like Saudi Arabia, Oman, Qatar so frequently for new business development,
* Developing market strategy,
* Fund management, general management.
* Product sourcing and new product development,

**Dec 2009- May 2011**

**COMPANY– Superhouse Limited (Workwear Division), Kanpur, India**. - It’s a garment factory of Superhouse Ltd. (India) manufacturing all kind of safety garments,

**JOB PROFILE- Marketing Manager**

**RESPONSIBILITIES & ACHIEVEMENTS**

* Superhouse Ltd sent me to **UK** for 4 months from **March 2010 to June 2010** for new business development & I did it successfully.
* Handled Key accounts of UK based companies like **GREENHAM, BRIGGS INDUSTRIAL, GRIFFARD NEWTON, PROGRESSIVE SAFETY, TUFF & TUSKER** etc.
* In UK , I was working in **Superhouse(UK)Limited** , which is located in **Leicester (ENGLAND)**
* Visited **Ireland** and **UK** again in **December 2010** for business meetings.
* Added some new accounts in our customer list like
* Visited **Work-wear & corporate Clothing show** in **2010** and **2011** at **Birmingham (UK).**
* Visited **UAE & Qatar** in April 2011 for some business meeting regarding PPE.

**Aug 2008- Dec 2009**

**COMPANY– Superhouse Limited (Safety Footwear Division), Kanpur, India**. - It’s one of the biggest safety footwear manufacturing units in India and we produce safety shoes here for most of the biggest brands in the world like **DICKIES, PORTWEST, GREENHAM, FIELDMANN etc.**

**JOB PROFILE- Senior Merchandiser**

**RESPONSIBILITIES & ACHIEVEMENTS**

* I was responsible for **Key accounts of UK and Europe** like DICKIES, GREENHAM, PORTWEST, HECKEL.
* I was the most successful in customer satisfaction.
* Used to handle all the order process from sample development to delivery of the goods to customer and also keeping the continues feedback about our quality and services,
* Handled the business of Indian rupees 70 million INR in financial year 2008-2009 as a merchandiser
* Brought changes in the mindset of the employees about the definition of the quality
* Costing of the safety shoes.
* Container Planning for shipment & documentation etc.

### PROFESSIONAL QUALIFICATION

* 2008**, M.B.A.** (**Marketing)** specialization, from Integral University, Lucknow.
* 2005, DOEACC ‘**A**’ **Level** from UPTEC Ranapratap Marg,Lucknow.
* 2003, DOEACC ‘**O**’ **Level** from UPTEC Ranapratap Marg, Lucknow.

### COMPUTER SKILLS

* Good knowledge about MS office and ERP
* **Operating System:** MS-Office UNIX, Windows 9x.

### ACADEMIC QUALIFICATIONS

* 2005, **Graduation (Arts)** from Lucknow University.
* 2002, **Intermediate**, U.P. Board with Bio stream.
* 2000, **High School**, U.P. Board, Lucknow.

### AWARDS & ACHIEVEMENTS

* Won **Bravery award** in June **2005** in Lucknow.
* Won **First Prize** in Mock campus in **FIESTA 2008**
* Won **second Prize** in Ad-mad show in **FIESTA 2008**
* Organized Events as a **Member Of Management Event Committee** at Integral University in **FIESTA 2007 & 2008**.
* Lead the M.B.A. cricket team in I.U. Cricket League & won the **Trophy.**
* Won **First Prize** in slogan writing in **FIESTA 2007**

### PERSONAL INTEREST

* Listening music.
* Playing Cricket.
* Travelling

### PERSONAL DETAILS

* Nationality Indian
* Date Of Birth 10-Oct-1985
* Father’s Name Mr. Q.A. Khan
* Linguistic Languages English, Hindi
* Marital Status Married
* **HAVING UAE DRIVING LICENCE VALID TILL 2022**

**Place:**

**Date:** (RAHBAR)