

### **Haseeb**

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| OBJECTIVE |

*Challenging position in a growth-oriented organization, which offers diverse job responsibility in marketing which will enhance the company's success as well as my own personal growth.*

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| SUMMARY |

* Bachelors Degree in Mechanical Engineering.
* More than 11 years of experience in marketing electro-mechanical equipment in GCC.
* Experience in marketing ventilation, heating & drainage products.
* Conversant with product selection software.
* Available in UAE for immediate placement.

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| WORK EXPERIENCE |

**1)**

**Position : Business Development Manager**

**Company : l Tech Engineering Company, Coimbatore, INDIA**

**Duration : Since July 2016**

**The Company** **l Tech Engineering is specialized in Mild Steel machining & fabrication works. We are equipped with latest conventional milling, drilling & lathe machines to cater the requirements of production industries around the area.**

**Job Responsibility:**

* Maintain and enhance existing client relationships.
* Research and build relationships with new clients and thus improve visibility of the company in the market
* Participate in pricing the solution/service to suit the customer requirement.
* Ensure customer satisfaction by providing prompt after sales service.
* Ensure all team members represent the company in the best light.
* Monitoring & Co ordination with Debt collector to make sure that payments are collected on time.
* Overall supervision of accounting, vendor management and human resource.

**2)**

**Position : Assistant Manager - Marketing**

**Company : Al Ansari Trading Enterprise LLC, Sultanate of Oman**

**Department : Heating, Ventilation & Misc Products**

**Duration : February 2005 to June 2016**

**The Company** **Al Ansari trading Enterprise LLC is one of the reputed trading companies in The Sultanate of Oman. The company deals with Heating and Ventilation equipments, Kitchen equipments, Swimming pool equipments, Water pumps, Sanitory wares and Building materials.**

**Job Responsibility:**

* Sales & Marketing of ventilation products and drainage products in The Sultanate of Oman.
* Experience in handling Xpelair (UK), Sodeca (Spain), Pollrich DLK (Germany), Elta (UK) ventilation systems, Envitec (USA) ESP & Ecology units & Wade (UK) drainage products.
* Design, Selection & Pricing of products as per customer’s requirement.
* Follow up & closing the deal with contractors.
* Achieve the business objective of the department
* Working with consultants in getting the product specified during tender stage.
* Ensure customer satisfaction by providing prompt after sales service.
* Negotiation and coordination with suppliers for price and prompt delivery of materials.
* Additional responsibility of monitoring sales & marketing of products like Water Heaters (A O Smith (USA) & Raised Access Floors (Kingspan (UK)), as and when required which is a part of my team.
* Monitoring & Co ordination with Debt collector to make sure that payments are collected on time.

**3)**

**Position : Trainee Engineer (Quality Control)**

**Company : CRP (India) Pvt Ltd., Chennai**

**Department : Quality Control**

**Duration : 25th August 2002 to 31st August 2004**

**The Company** **CRP (India) Pvt Ltd. is a Pressure Die Casting unit manufacturing Aluminium Automobile component castings.**

**Job Responsibility:**

* Incoming inspection of raw materials.
* Final inspection of finished products.
* Issuance of Quality Assurance reports.
* Rejection analysis and maintaining rejection charts.
* PPM Monitoring and preventive suggestions to production dept.

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| COMPUTER LITERACY |

* **Working experience in Software Packages like MS Word, MS Excel, MS Power Point.**
* **Working experience in product selection software and ORION ERP software.**

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| ACADEMIC QUALIFICATIONS |

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| Course Details | Institution | Year of Passing | Class Obtained |
| Bachelors Degree in Technology (Mech. Engg.) | M.E.S College of Engg, Kuttippuram.  University of Calicut, INDIA | 2002 | 1st |
| Pre – Degree | Farook College, Calicut.  University of Calicut | 1997 | 1st |
| 10th | Ansar English School, Perumpilavu | 1995 | 1st |

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