# SYED

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**CAREER OBJECTIVE:** To acquire a position in an organization, where specialized experience and education are valuable to an employer in its pursuit of profitability and an opportunity exist for long term security and personal growth.

**PROFESSIONAL SUMMARY:** Creative and results-oriented professional with expertise in LIGHTING PROJECTS - SALES & COORDINATION WORKSin the Lighting Industry and Light Fittings Trading with proven success with more than 8+ years of experience. And more than **6+ years of international experience** in Dubai – UAE and holding **VALID U.A.E/QATAR DRIVING LICENCE.**

Certified ReluxPro 2016 Lighting Designer for Interior I and Road & Exterior Lighting Design.

### PROFESSIONAL EXPERIENCES:

**GREEN SECTOR ENTERPRISES W.L.L.**, Doha – Qatar **September 2015 to Present.**

**Senior Lighting Sales Engineer - Projects:**

* Follow up with the assigned contractors for job in hand projects for the lighting opportunities.
* Sending quotes for tenders to the contractors.
* Submitting the technical submittal.
* Providing samples, taking the approvals from the Consultants.
* Closed working with the contractors, consultants, site engineers etc.
* Closing the orders, executing, and payment collection.
* Projects related documentations i.e. (Quotations/Costing/Delivery Notes/Payment Follow-up) etc.
* Selection of suitable light fixtures as per the projects specification requirement from different source i.e. (Manufacturers/Suppliers/Distributors) from all over the world.
* Taking prices from (Manufacturers/Suppliers/Distributors) directly and then doing costing based on our company standards and volume of requirement considering (Ex-work prices, Currency exchange rate, Freight & Margins).
* Direct Interaction with concern persons on each of our projects i.e. Contractors, MEP contractors, Consultants, Project Managers/Engineers.
* Direct one to one interaction with (Manufacturers/Suppliers/Distributors).
* Well-Experienced in negotiating contracts, budgets.
* **Certified ReluxPro 2016 Lighting Designer: Interior I and Road & Exterior Lighting designing (Still practicing to be more expertise).**
* Recognize areas for cost savings and ensuring the efficient budgeting of all our projects.
* Make, handle and maintain good relationships with the clients.
* Maintaining a healthy business relationship with all our Principals/Manufacturers/Suppliers worldwide.

**LITE N LAMPS L.L.C.** (A Division of ***Lals Group***), Dubai – UAE **April-2015 to August 2015.**

**Lighting Sales Engineer & Projects Sales Coordinator:**

* Projects related documentations i.e. (Quotations/Costing/Invoicing/Delivery Notes/Cheque Payment Receipts) etc.
* Selection of suitable light fixtures as per the projects specification requirement from different source i.e. (Manufacturers/Suppliers/Distributors) from all over the world.
* Taking prices from (Manufacturers/Suppliers/Distributors) directly and then doing costing based on our company standards and volume of requirement considering (Ex-work prices, Currency exchange rate, Freight & Mark ups).
* Direct Interaction with concern persons on each of our projects i.e. Contractors, MEP contractors, Consultants, Project Managers/Engineers.
* Direct one to one interaction with (Manufacturers/Suppliers/Distributors).
* Well-Experienced in negotiating contracts, budgets.
* DIALUX/RELUX lighting designing mostly indoor designing (Still learning to be more expertise).
* Recognize areas for cost savings and ensuring the efficient budgeting of all our projects.
* Make, handle and maintain good relationships with the clients.
* Maintaining a healthy business relationship with all our Principals/Manufacturers/Suppliers within UAE or worldwide.

**PARAMOUNT LIGHTING TRADING L.L.C.** (Dubai - UAE) **February-2011 to April 2015.**

**Lighting Sales Engineer & Product Sales Coordinator:**

* Lighting Projects related documentations i.e. (Quotations/Costing/Invoicing/Delivery Notes/Cheque Payment Receipts) etc.
* Selection of suitable light fixtures as per the projects specification requirement from different source i.e. (Manufacturers/Suppliers/Distributors) from all over the world.
* Taking prices from (Manufacturers/Suppliers/Distributors) directly and then doing costing based on our company standards and volume of requirement considering (Ex-work prices, Currency exchange rate, Freight & Mark ups).
* Direct Interaction with concern persons on each of our projects i.e. Contractors, MEP contractors, Consultants, Project Managers/Engineers.
* Direct one to one interaction with (Manufacturers/Suppliers/Distributors).
* Well-Experienced in negotiating contracts, budgets.
* Recognize areas for cost savings and ensuring the efficient budgeting of all our projects.
* Make, handle and maintain good relationships with the clients.
* Maintaining a healthy business relationship with all our Principals/Manufacturers/Suppliers within UAE or worldwide.

**ASPEN LIGHTING PVT. LTD. (Chennai - INDIA) February 2009 to January 2011**

**Business Development Executive - Lighting Sales**

* Follow up with the assigned contractors for job in hand projects for the lighting opportunities.
* Sending quotes for tenders to the contractors.
* Submitting the technical submittal.
* Providing samples, taking the approvals from the Consultants.
* Closed working with the contractors, consultants, site engineers etc.
* Closing the orders, executing, and payment collection.
* Projects related documentations i.e. (Quotations/Costing/Delivery Notes/Payment Follow-up) etc.
* Selection of suitable light fixtures as per the projects specification requirement from different source i.e. (Manufacturers/Suppliers/Distributors) from all over the world.
* Taking prices from (Manufacturers/Suppliers/Distributors) directly and then doing costing based on our company standards and volume of requirement considering (Ex-work prices, Currency exchange rate, Freight & Margins).
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* Direct one to one interaction with (Manufacturers/Suppliers/Distributors).
* Well-Experienced in negotiating contracts, budgets.
* Recognize areas for cost savings and ensuring the efficient budgeting of all our projects.
* Make, handle and maintain good relationships with the clients.
* Maintaining a healthy business relationship with all our Principals/Manufacturers/Suppliers worldwide.

**PRODUCTS DEALING IN:**

* Supply of all types of lighting fixtures from different & well known manufacturers all over the world mainly European/UK. Dealing in all Indoor & Outdoor Lightings in LED’s as well as in conventional lighting. Solar Lighting for gardens & roads, Stadium Lighting (High Mast with Floodlights), Pathway & Façade Lighting etc.

**FEW MAJOR PROJECTS COORDINATED & EXECUTED:**

* Solar Lighting System at Jumeirah Open Beach (Cycling & Jogging Track), Dubai - UAE.
* Football Stadium Lighting – Emirates English Speaking School, Dubai – UAE.
* ADNOC Different Filling Stations, Sharjah & Abu Dhabi – UAE.
* Rashidiya Park, Hamariya Park, Jumeirah Beach Park, Al Wasel Park, Tawar Park 1 – Internal Pathway Lighting (Supply of 3.2M Conical Poles along with Pole Top Luminaire), Dubai – UAE.
* American International Academy School (Supply of Street Lights with Poles for Car & Bus Parking), Sharjah – UAE.
* Al Badrah Water Front Development Project (Supply of 4M Poles with Pole Top Luminaries & Inground Uplights), Dubai – UAE.
* LinkedIn New Office, Media City (Supply of All Interior Lightings with LED Downlights & Direct/Indirect Fluorescent Fixtures), Dubai – UAE.
* Renovation Project of Karama Park & Zabeel Park (Supply of LED Pole Top Luminaire & Cylindrical 1X70W MH Column Light Fixtures), Dubai – UAE.
* Bradenton School Project at Sports City (Supply of All Interior Classrooms, Offices & Corridor Lighting), Dubai – UAE.
* Dubai Airport SP100 Miscellaneous MEP Works (Supply of Outdoor Fluorescent Weatherproof Light Fixtures for Various Locations), Dubai – UAE.
* Four Season Resort at Jumeirah Beach (Supply of ROBLON Decorative Crystal Indoor LED Fixtures), Dubai – UAE.
* Kiddy Zone (Toys & More) Shop at Medina Centrale & Porto Arabia (Supply of All Interior LED Lightings & RGB LED Fixtures), Pearl Qatar.
* Double Tree Hilton Hotel at Al Saad (Supply of All Interior LED Flexible Strip Lightings for room cupboards), Doha - Qatar.
* Burj DAMAC Tower Marina Mix 36 at Lusail Area (Supply of complete Façade RGB LED Lightings), Lusail City - Qatar.
* Nestle Waters - Al Manhal Water Factory Co. Ltd. W.L.L. at New Industrial Area (Supply of Linear Weatherproof LED Industrial Lightings for factory stores), Doha - Qatar.
* Nestle Waters - Al Manhal Water Factory Co. Ltd. W.L.L. at New Industrial Area (Supply of High Bay LED Lights for factory & LED 60x60 for Offices), Doha - Qatar.
* Doha City Center – Retail Restroom, 3rd Patch (Supply of Linear IP66 LED Recessed Lightings), Qatar.
* G+1+P Residential Compound (20 Villas) at Al Sakhama Area (Supply of All Interior LED Lightings for complete project), Doha - Qatar.

**MAJOR LIGHTING BRAND DEALING IN:**

* Arcluce Spa, Italy.
* Fael Luce, Italy.
* Pan Sibilla, Italy.
* LUG Lighting, Poland.
* ROBUS, U.K.
* Unilamp Lighting, Thailand.
* PXF Lighting, Poland.
* IVELA Lighting, Italy.
* SIDE Lighting, Italy.
* Fiberli, Turkey.
* Pelsan, Turkey.
* MarkaLED, Turkey.
* Baytas, Turkey.
* GECEM, Turkey.
* And many good Chinese manufactures.

**EDUCATION:**

* Diploma in Mechanical Engineering (2005 to 2007)

Sri Balaji Polytechnic Institute (Chennai – India)

* Intermediate in Science (Bio), Optional (Math). (2003 to 2005)

Gulab Memorial College (Bihar – India)

* Matriculation CBSE (2002)

**LANGUAGES:**  English, Urdu and Hindi.