Salman

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### Professional Summary:

Qualification: Bachelor of Chemical Engineering (B.E.) & (Master of Business Admin.) M.B.A

 Diploma in Sales Management

Experience: 13 Years of professional working Experience

 Skills: Sales Management/Forecasting/Budgeting, Competitive Analysis, Consultative Selling, Deal negotiation and Closing, Relationship Management, Post-Sales Support, Prospecting/Cold Calling, RFP/RFI/Bid Presentation, Technical Support and Advisory

Driving License: Valid UAE driving license

### Engineering competencies for Sales & Marketing

* Experience of a Sale Engineer & Team leader role in the technology industry.
* Solving complex technical problems in a systematic way.
* Prepare and deliver C- level presentations.
* Strong consulting and needs assessment skills.
* Strong time/ project management and multi-tasking skills.
* Ability to conceptually adapt technologies to fit various ideas.

 **WORKING EXPERIENCE (Positions & TORs)**

10/2016 ~ Continue Zeal Middle East Lubricants (Burj Eiffel Group) Dubai, UAE  **Sales Manager**

* Building and promoting strong, long-lasting customer relationships by partnering with them and understanding their needs
* Searching for new clients who could benefit from your products in a designated region
* Calculating client quotations, meeting regular sales targets, presenting sales, revenue and expenses reports and realistic forecasts to the management team
* Negotiating and closing sales by agreeing terms and conditions and Offering after-sales support services
* Establishes and adjusting selling prices by monitoring costs, competition, and supply and demand, maintaining sales volume & product mix.
* Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks
* Liaising with other members of the sales team and other technical experts
* Supporting marketing by attending trade shows, conferences and other marketing events

10/2013 ~ 07/2016 Caspian Chemical FZCO Dubai, UAE  **Commercial Sales Engineer**

* Successfully serviced over 150 diverse customer accounts both domestically and internationally and exceeded sales target by $500K in 2015.
* Led a sales team, assured credit recovery and assisted in making credit policy
* Attained Sales Target (KPI) 98-105 % against proposed annual budget and forecast
* Coordinated with potential clients to develop existing and new business opportunities.
* Kept up and Updated the CRM System, Prepared reports for head office and senior managers,
* Conducted on-site/off-site technical training for customers.
* Demonstrated products, services, and cost-benefit analysis to potential clients.
* Delivered technical presentations to customers that explain products and services
* Analysed market trends tracking competitor's activities and provided valuable inputs.
* Liaised with procurement, logistics and management for approval and in time delivery.
* Negotiated tender, contract terms and conditions evaluating cost and Sales margin.
* Prepared proposals and quotations and recommend products to customers.
* Provided pre-sales and after-sales support, traveling throughout sales territory.
* Attended business trade exhibitions, conferences and seminars.

3/2013 ~ 10/2013 BRT Group of Companies Dubai, UAE  **Production Controller**

* Coordinated with manufacturers to assure standard Quality products.
* Arranged Q/C & QA testing and passing as specified in TDS.
* Worked steadily for brand, products’ technical data and product development works.
* Assisted in products names & images supported by technical specifications and literature

2011 ~ 2013 Lubechem International Industry LLC RAK, UAE

***Assistant Manager (Operations & Production)***

* Performed operational and production responsibilities.
* Supported with knowledge and skills to sales team for product development.
* Developed brand promotion literature and reviewed TDS and MSDS.
* Calculated product costing and prepared management reports.

7/2009 ~ 11/2011 Pak. Industrial Dev. Corporation (Projects) Karachi, Pakistan

***Assistant Manager (Projects)***

* Drafted Agreements, interpretation, Data comparison with respect to projects
* Organized & Conducted Workshops, Presentations, Seminars & Group activities
* Planned & directed Activities & sub-activities for achieving targeted time of projects.
* Ensured delegation as appropriate, that each service location is adequately managed, staffed and resourced & assisted in preparation of the budget

01/2004 -- 6/2009 Colgate Palmolive (Pak). ltd.(Petrochemical Industry) Karachi, Pakistan

***Shift Engineer***

* Attended all process safety reviews as necessary and assured all agreed recommendations
* Reported production cost estimates to senior managers quarterly basis
* Served during plant Installation, Commissioning & Start-Up, & also maintenance works
* Made contribution for Plant ‘ISO 9000 & 14000’ certification.

3/2002 – 11/2003 Fiber Industry, Dilon Ltd. Karachi, Pakistan

***Assistant Engineer***

* Supervised technically to various work groups.
* Interacted with regulatory agencies and inspectors to ensure compliance.
* Duties performed in Boiler section, Dry air, Chilled water/air section and lines.

Zulfiqar Soap Industries Pvt. Ltd, Hyderabad- Pakistan

**Internship training in July 2000**

* **ACADEMIC QUALIFICATIONS**

Mehran University of Engineering science & Tech. 1998 – 2002 Pakistan
**Bachelor of Engineer (B.E)      Chemical Engineering** (1st Class) 81.2 %

University of Sindh               2005 – 2008 Pakistan
**Master of Business Administration-MBA**  (Received CGPA 3.6)

*Project Reports*

* Nuclear Waste disposal Options and Practices in Pakistan
* Internship Report on Chartered Accountant Firm.

***Sales and Marketing***

* Diploma in Sales Management from Alison Certified Institute.

*Association of Professional Bodies*

* Member of MUET Engineers Associations ( Membership # 5218-CH)
* Member of Society of Chemical Sciences ( Membership #020215)

*Attained Computer Certificate:*

* MSOffice (Word, Excel, Power point, Access, Outlook) certificate course from T.T.C Institute.
* Computer Operation systems Windows & Windows-XP
* Basic, Coral Draw, In page, Computerized Accounting software from IPD-Institute in 2008

**Other Skills:**

* Self-Starter & Self- motivated
* Having notable Typing Skills: 80 w.p.m.
* Excellent business communication skills in English writing and speaking
* Fluent in Hindi, Urdu Languages & Arabic Learning is going on.

**Personal:**

* Flexible at handling a variety of tasks and time management skills.
* Good team player and can deal work independently.
* Calmly dealing with unusual occurrences and emergency situations.
* Attentive to detail.

**References: Will be provided upon request**