**Sohail**

**Sohail.362867@2freemail.com**

Business Developer - Strategic Marketing - Quality Audits,Leather Inspector & Leather Process Management,Leather Sourcing.

Qualification: Bachelor of Commerce, University of Karachi, Pakistan

**CAREER OBJECTIVE / EXPERIENCES SUMMARY**

**OBJECTIVE**:

A Multifaceted, dedicated and diligent, self-motivated professional with a broad business experience within the management’s arena Middle East, Europe, Africa and Asian countries. Keys emphases are on Business Expansion, Strategic Marketing, Sales, and Supervision Process Planning, in parallel methodological control on Logistics, Vendor & Outsource Management, Production and Quality Inspection Management.

Willing to excel in a strategic role within an organization where I am able to impact development and success of the company. Inspiring leader with an excellent interpersonal skills and ability to deal with cross- cultural communications.

**KEY SKILLS / AREAS OF EXPERTISE:**

Strategic Planning Management - Increase Profitability - Crisis Management – Business Strategy Development – Proposal Development – Market Analysis – Budget Planning & Cost Control -Negotiations and Deal Structuring – Quality Audits & Inspections Assurance Management - Sales Problems Resolving – Procedures and Project Leadership- Procurement and Supply Chain Management.

**PROFESSIONAL EXPERIENCE:**

June 2014 to till present **G.B SKINS S.R.L Italy,Milano.**

**Working as Leather Business Development &Sourcing Executive as (Free Lancer)**

**Responsibilities**

Sourcing wet Blue Skins sheep/ goat/ cow from italy.

Leather Selection & inspection(Raw to Finished).

**March 2012 to May 2014 S.a.k.s international LLC Dubai.UAE.**

**Working as procurement skins & leather selection and inspection executive.**

**Responsibilities**

Responsible for selection, grading and inspection skins of cow, sheep, goat in wet blue, pickle,Crust/dyed crust and finished Leather.

Travel across Middle East and Africa for on site inspections.

Sourcing of raw/wet blue skin from West & east Africa,Iran,Saudiarabia,Sudan,Egypt,Syria,Senegal,Mali,Yemen,Italy &U.A.E

**Dec 2009 to Feb 2012 Leader Tanneries, Karachi.**

**Working as Leather Procurement Manager.**

Sourcing of raw/wet blue skin from Africa, Middle east,Iran,Saudiarabia,Sudan,Egypt,Syria,Yemen & U.A.E

**2004 to 2009 Al Nagham Leather Trading LLC Dubai, U.A.E**.

A leather Trading and indenting house based in Dubai.

**Trading and indenting officer ( Buying House)**

* Responsible for on site inspection of the consignments before closing of sales deals and shipment of the products. (Raw to Finished)
* Travel across Middle East and Africa for on site inspections.
* Meeting with potential customers on pricing, delivery & payment terms
* Follow up on sales leads & samples to existing & potential clients.
	1. **Ideal (Pvt) Ltd, Karachi, Pakistan**

**Process Control & Inspection Executive**

**Senior Selector & Quality Observer**

* Responsible for selection of Raw to Finished leather and quality observations.

1994-1998 **Hub Leather Products Ltd Karachi, Pakistan**

**Senior Selector & Quality Observer.**

* Responsible for selection of Raw to Finished Garments.

1992-1994 **Mohammad Shafi Tanneries Ltd Karachi, Pakistan**

**Senior selector & Leather outsource officer.**

**Responsible for selection of Wet Blue to Finished leather.**

**ACHIEVEMENT – RECOMMENDATION – REFERENCES:**

A Specific assignment by the Top management the above Group of Companies various times, where I had launch, manage and accomplish as below

* **Italy Milan Leather Show 2017 (Organized) Task given by Abu Obeda & company Karachi**
* **Italy Milan Leather Show 2014 (Organized) New consumers achieve given by G.B. Skin S.R.L Italy**
* **Leather Expo Show Dubai 2015 (Organized) Task given by Al Nagham Leather Trading LLC Dubai**
* **Senegal Market Business growth in 2010 Sales Target achieve given by S.A.K.S Intl LLC Dubai**
* **Procurement Target from Saudi,Iran & Africa Achieve target given by Ideal Pvt Ltd Karachi Pakistan**

 **Participation in Seminars & Marketing tours**

I have attended all baseline and major seminars & workshop related to leather skins and raw-materials and for business developments my traveling experience to Europe, West & East Africa and Middle East.

**PERSONAL**

Date of Birth : 13 December 1972

Marital Status : Married 3 Children

Nationality : Pakistani

Languages : Urdu & English & a good understanding of Arabic

**U.A.E DRIVING LICENCE**

Familiar with U.A.E roads and D/L Valid Till **10-3-2023**