January 1st 2017 – Present.

***(WILLING TO CHANGE THE SCOPE OF WORK IF NECESSARY)***

Jafar

Email: jafar.370124@2freemail.com

**KeyRoles:**

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**Business Development, Sales Manager, Key A/C Management,**

**Sales & Marketing, Sr. Sales Engineer,**

**Data Center, CCTV, IDS, ACS, & Structured Cabling Solutions, AV.**

**OBJECTIVE:**

To seek a long term career oriented challenging position in a well-established company in the field of Data Center and Electronic Security Systems (CCTV, IDS, ACS etc…) in Sales &Marketing, Business Development, Key A/C Management Role.

**EXPEREINCE/WORKHISTORY**

**1. Cyrus Infotech, Burdubai – Dubai Sales Manager/ Business Development** AV/ICT, IOT solutions

Key account, Business Development, Leads, Generating Inquiries, Proposals.

**2. Business Yard Technological Solutions LLC, Riyadh - KSA** 1st March’15 – 30th October’16

**Sales Manager (KSA)**

Hired in Dubai as Sales Manager to look after Saudi territory looking after Sales & Marketing activities including market analysis generation of inquiries, ensuring recurring business with existing clients & customers. Ensuring submission of complete submittals to the contractors. Supervising the activities of sales team. Ensuring smooth and qualitative handing over of the finished projects and meeting up to the customer’s expectations.

**2. Cloud 9 Networks, Dubai.** January 6th 2014 – February 20th 2015 (One Year)

Position: **Project Manager (Temporary Position)**

Led implementation of one of the biggest datacenter in the region with sites in Meydan Dubai and Masdar Abu Dhabi. Responsible for developing the project plan and implementation of structured cabling system using Corning products. The activities include Copper, Single mode and multimode fiber implementation and testing, rack and stack of active devices and patch-cord connectivity.

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| **3. Intellvisions Security & Surveillance LLC, Dubai.** | 1st Nov 2011 – 18th December 2013 (Over 2years) |  |
| Position: **Sales Manager.** |  |

Joined Intellvisions Security & Surveillance; a very new company in UAE in the field of Security & Surveillance. Sold Security Systems solutions to known Bank, Super Markets and Logistics Organizations.

**4. FOSS, Fibre Optic Supplies & Services LLC, Abu Dhabi–Dubai**

**Position: Technical Sales Engineer**

August 1st 2009 – October 10th2011

(Over 2years)

Sales & Marketing & Business Development, Account Management, seeking out new business opportunities, clients and customers in the field of Structured Cabling, Data center Solutions, Security Systems, Networking Solutions, IP Telephony (SME).I was mainly focusing on business development withinDefense/PoliceandclientsintheOilandGassectordirectlyorthroughcontractors

**5. Intervid International LLC, DIC, Dubai-UAE**

**Position:** Business Development & Marketing Executive November 1st2007 to July 15th2009Sales & Marketing of CCTV Security Systems. Responsibilities included seeking out new Customers for equipment Leasing and Maintenance contracts.

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| **6. Zahra Security Systems & Electricals, Dubai, UAE.** | July 29th 2006 to June 30th2007 |  |
| **Position:** Senior Sales Engineer |  |

Main responsibilities included Sales & Marketing of CCTV Systems, SMATV, Access Control Systems, and Intrusion Detection Systems etc.

**7. Arencon Security Est., Kingdom of Bahrain.**

**Position:** Sales & Marketing Executive: April-2003 – October2005

Assigned to manage branch office in Al-Khobar, Saudi Arabia. Responsible for dealing with Government and private organizations such as ARAMCO, SCECO, SASREF, SABIC, and Saudi Chevron. Primary responsibility was to promote &market security systems in Saudi market and to

identify safety and security requirements of customers and propose appropriate security systems/solutions.

**8. Abdulla Fouad Co., Damma Saudi Arabia.**

May 2002 – April2003

**Position:** Assistant Manager, Industrial Safety & Security Division:

Responsibilities included preparing& reviewing proposals for customers such as ARAMCO and Government security projects, looking after projects and assignments, providing feedback and assistance in preparation of tenders for major ARAMCO projects.

**Academic Qualifications:**

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| 1 | Graduation (B/A), University of Punjab, Lahore Pakistan | 1994 |
| 2 | Higher Secondary School | 1992 |
| 3 | Secondary School | 1983 |

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| **PERSONALDETAILS** |  |  |
| Name: | Jafar  |
| Date of Birth: | March 13,1967 |
| Nationality: | Pakistani |
| Languages: | Good spoken & written English & Urdu, and Arabic |

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