

*Mohammed*

*Mohammed.374368@2freemail.com*

Date of Birth: 25th June 1981

Nationality: Indian

Expertise: Contracts Management, Client Relationship Management, Sales Plan Design, Sales and Marketing management, Market Analysis, Business Operations, Cost Analysis, Contract negotiation, 12 years of hardcore quality regional market experience working with leading multi-national companies.

My technical background and professional experience added with my effective people skills provide me with the opportunity to be hands on productive team player. Specialized to drive and deliver under unpredictable and competitive market.

**Professional Experience**

GREATER UNITED GROUP-GREATER UNITED TECHNICAL SERVICES / Construction / Contracting:

(09/2016-present)

Designation: Contracts Manager/ Head of Sales/Marketing.

Report to Managing Director.

Responsibilities:

* Bidding/ Tendering , client meeting, commercial negotiation and contracts finalization.
* Develop marketing strategies as per the company’s goals.
* Heading estimation team.
* Responsible for pricing structure and over heads/ margins calculation.
* Direct finance for the invoicing as per project terms.
* Design strategies for individual business activity as per the markets and sectors.
* Manage the team of estimation engineers.
* Procurement of the materials / equipment’s as per the project specification and requirements.
* Planned / proven cost saving methods to compete for major projects in a competitive market environment.
* Review and approve the documents for specification, compliance and contracts.
* Responsible for account budgets, expenditure forecasts and P& L accounts.
* Advanced the company’s strategic positioning with key accounts and worked out business models according to company’s objectives and varying market requirements.
* Conduct weekly meeting with the team members for enquiries, issues / solutions and forecast.

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TYCO INTERNATIONAL (01/2015-09/2016) Manufacturer/Supplier/Contracting Designation: Sales Manager AUH Commercial Sector. Report to UAE Regional Manager.

Responsibilities:

➢ Complete sales cycle management – filter enquires, scope of work, review tenders technically and commercially, pricing and discounts consideration, contract negotiations.

* Bidding/ Tendering, client meeting, commercial negotiation and contracts finalization.
* Fostered and maintained strong communications and business relations with suppliers.
* Planned / proven cost saving methods to compete for major projects in a competitive market environment.
* Review and approve the documents for specification, compliance and contracts.
* Responsible for account budgets, expenditure forecasts and P& L accounts.
* Advanced the company’s strategic positioning with key accounts and worked out business models according to company’s objectives and varying market requirements.
* Conduct weekly meeting with the team members for enquiries, issues / solutions and forecast. Developed strategies to focus on customer requirements and deliver appropriate solutions.

DAFOOS TECHNICAL SERVICES, Dubai. (12/2013-06/2015) Contractor: Fire Protection Engineering / Manufacturing / Suppliers Designation: Sales Account Manager. Report to the Sales and Marketing Director.

Responsibilities:

* Prepare proposals as per the technical enquiry, client meeting, commercial negotiation and contracts finalization.
* Managed key accounts with proven customer satisfaction and responsible for major repeat customers to the company.
* Hunt and filter the right leads to develop business.
* Demonstrated and closed critical deals against major market competitors.
* Supervised procurement department, products as per the project requirements, direct supplier terms.
* Evaluation of project estimation and cost for profit margin.
* Strong relationship with industry players and decision makers to advance company objectives and promote effective branding.
* Marketing: Promoting the product/ system, listed with the consultants and DEWA (Dubai Electricity Water Authority projects).
* Design strategies to promote a win-win situation with customers resulting in continued business relation and market referrals.
* Experience in creating and promoting business cases which are anchored to a thorough understanding of customer requirements.
* Record of highest number on repeat business from esteemed companies.

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TECHNOPRO, Dubai. Manufacturer /Supplier/ Contracting (6/2007-12/2013)

Designation: Sales Engineer

Responsibilities:

* Manage entire sales cycle, identify and qualify customers, client meetings, negotiations and order conversion.
* Achieved sales targets from the managed accounts and developed new accounts.
* Participates in relevant trade shows, exhibitions, conferences and other events to keep abreast of industry developments and seek potential customers.
* Registered products with the consultant for the project requirements.
* Strong relationship with industry players and decision makers to advance company objectives and promote effective branding.

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| SHERWOOD INDEPENDENT RE CONSULTANTS, UK Co. based in Dubai. | (5/2005-5/2007) |

Real Estate Developers/ Investments

Designation: Sales Consultant

Responsibilities:

* Real Estate /Investment Sales.
* Advisory to the clients in terms of developments / projects and investments.
* Sales of off-plan real estate developments and select projects of Emaar/ Deyaar and Dubai Properties Group.
* Participates in relevant trade shows, exhibitions, conferences and other events to keep abreast of industry developments and seek potential customers.
* Designed sales strategies and marketing plans.
* Study customer requirements and offer the best suitable solution/ product.

**Education: Bachelors degree, Bachelors in Technology (B.Tech )**

**Recent contracts reference:**

1. Compete Warehouse construction turnkey project in sharah industrial area 12
2. ADDRESS HOTEL FF works via BK Gulf.
3. Showrooms in al barsha 1 for building material company.
4. HVAC scope for Jebel Ali village nursery projects.
5. Contractor: Al Husam Contracting /Abudhabi crude oil pipeline.
6. CICPA (Critical infrastructure and coastal protection authority) for JAMPO FFET.
7. Contractor: Engineers Office Engineers Office is a construction dept. private office of H.H.Sheikh Mohammed Bin Rashid Al Maktoom.
8. Project: Construction of Horse SPA Building, Aqua Treadmill & other additional works at Nad Al Sheeba Stable Complex.
9. Contractor: Engineers Office Project: Construction of Camel Clinic and Reproduction Centre at Margham Conservation.

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1. Contractor: Engineers Office Project: Construction of Staff Accommodation and Ancillary Facilities at Dubai Endurance Stable at Al Lissaili.
2. Contractor: Engineers Office Project: Construction of Staff Accommodation, Kitchen & Dining Block at Margham Conservation.
3. Contractor: Engineers Office Project: Construction of Staff Accommodation and Ancillary Facilities at Dubai Endurance Stable at Al Lissaili.
4. Contractor: Engineers Office Project: Construction of Falcon Centre at Nad Al Sheeba.
5. Contractor: Engineers Office Project: Construction of Horse SPA Building, Aqua Treadmill & other additional works at Nad Al Sheeba Stable Complex.

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| 15. | Contractor: Engineers Office | Project: Construction of Staff Accommodation for 120 Staff at |
|  | Lehbab Farm. |  |
| 16. | Contractor: Engineers Office | Project: Construction of Falcon Clinic, Arena, Office & Control |

Room, 3 Bed Room Villa & associated Works at Margham Bird Cage Development.

1. Contractor: Engineers Office Project: Old Zabeel Palace - Reactive ID Works
2. Contractor: Al Shirawi Project: American School of Dubai design studio.
3. GULF dynamic services : Dubai Islamic Bank Branches: Rams Rak, Sharjah Expo, Tasjeel Village.
4. Contractor: Danway Project: Island 2 infrastructure works @ Meeras development.
5. Contractor: Danway Project: R881/2A1 Comprehensive Improvements of the Parallel Roads – Phase 2A1
6. Contractor: Target and Jima construction Project: Palm Jumeirah tunnel works.
7. Contractor: Shapoorji Pallonji Project: Meydan Heights gated community, infra structure works.

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