**Ehtisham (Joinery Specialist)**

Mob: C/o 971501685421

Ehtisham.376779@2freemail.com

**Aspiring of career enriching assignments in Joinery, Fit-out & Interior Industry**

Location Preference: UAE

**PROFESSIONAL PROFILE**



❖ Possess 8+ years of experience in Joinery & Interior Fit-Out division with 9+ years of experience in Project management, Production management, Development, Designers, Architects, Builders, Dealers, Suppliers management & Project Sales & Marketing.

❖ **Presently associated with TRS Décor & Contracting. LLC** **–** **as a Production Manager**

❖ Proficient in formulating all around development strategies with accountability for profitability; forecasting and preparing plans for new revenue generation and business stream.

❖ Wide Raging experience in interfacing with international principles, vendors, distributors, agents,

architects, contractors and consultants.

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**CORE COMPETENCIES**



**Project Management:** Managing the corporate, commercial and residential projects from the initiation till completewith handling all Foreman & labors at site and factory.

**Project Estimation:** Preparation and making of estimation/forecasting for all joinery work from all types ofarchitectural drawings. Understand all types of materials itself especially for joinery.

**Production Management:** Maintain all production process, foremen and labors as per assigned time and distributionof work with providing full details of architectural drawings and material to foremen for production.

**Client Relationship Management:** Maintaining cordial relations with customers to sustain the profitability of thebusiness. Maximizing customer satisfaction level by on time delivery, monitoring customer complaints and providing efficient services. Ensuring quality delivery of services to the clients.

**PROFESSIONAL EXPERIENCE.**



**Factory/Workshop Manager**

**Since June 2017- Till Date: Marina Home Interior, Dubai Techno Park, Dubai - UAE**

* In charge of running the manufacturing plant.
* In charge of line manage all the employee assigned in the production plant, including raw material handlers.
* Overseeing the production process, drawing up a production schedule.
* Ensuring that the production is cost effective by understanding and reacting to the wider needs of the business versus those of the Plant.
* Making sure that products are produced on time and are of good quality.
* Working out the human and material resources needed.
* Drafting a timescale for the job.
* Monitoring the production processes and adjusting schedules as needed.
* Ensure the plant and equipment is implemented and maintained in accordance with Engineering standards, local and statutory legislation, ISO systems and Health & Safety legislation.
* Implement the development and design methods and procedures through guidelines from the Technical Director.
* Involved in producing a production process manual.
* Work as part of the operation management team.
* Develop and lead the continuous improvement activities within the team.
* Understand and react to the wider needs of the business versus those of the Plant.
* Monitor and measure results of initiatives, fine-tuning or taking corrective action as necessary.
* To ensure that safety and quality are a key element of the manufacturing culture.
* Build and develop relationships at all levels across the manufacturing function in order to spark ideas for continuous improvement.
* Liaising among different departments, e.g. procurement, logistics R&D.
* Participate at Monday’s manager meetings to report on any issues.
* Working with General manager to implement the company's policies and goals.
* Build and develop relationships at all levels across the manufacturing function in order to spark ideas for continuous improvement.
* Supervising and motivating a team of workers.
* Reviewing worker performance.
* Ensure compliance with Eco novate standards, procedures and legal requirements.

**Joinery Production Manager**

**Since Jan 2017- June 2017: TRS Décor & Contracting LLC, DIP 1, Dubai - UAE**

* Developing and implementing the employees and company’s business plan and ensure the business operates at the highest level of efficiency and effectiveness.
* Taking overall responsibility for all Carpentry, Upholstery, & Paint.
* Managing Procurement, suppliers and subcontractors.
* Assist the GM in the issuance of project proposals, RFP’s, budgets, cash flows and preliminary schedules.
* Managing All kinds of projects Exhibitions, Villas, Commercial, Kiosk etc.
* Lead the planning and implementation of the projects.
* Plan, controls and implement cost effective procedures.
* Managing and controls all employees related functions in the factory.
* Implementation of Project/Job Initiation, Planning, Execution, Monitoring & Controlling, Quality control and assurance, closing out.
* Provide direction and support to project team.
* Monitor the daily work and installation schedule’s progress.
* Organize and follow up foreman's priorities according to production schedule.
* Use project & production scheduling and control tools to monitor projects & production plans, work hours, budgets and expenditures.
* Estimation of Project cost.
* Establishing new product processes, Costing and profit assurance

**Production Manager**

**Since Jan 2015-Jan 2017: Altasameem Al-Arabiya Décor Cont. Co LLC- Sharjah - UAE**

**Significant Highlights:**

* Estimation of Project cost.
* Establishing new product processes, Costing and profit assurance
* Lead the planning and implementation of the project
* Implementation of Project/Job Initiation, Planning, Execution, Monitoring & Controlling, Quality control and assurance, closing out.
* Provide direction and support to project team.
* Managing all aspects of joinery setting out from site survey, production planning lists, through to material take off and ordering, preparation of site working drawings and loading lines.

**Production & Marketing Manager**

**Since June 2011 to September 2014 - Kitchen Store, Rawalpindi Pakistan**

* Perform testing on existing and new products
* Improve product in terms of quality, performance and manufacturing process
* Maintaining interior product standards at all times
* Establishing new product processes, Costing and profit assurance.
* Work with the teams, identify and implement efficient and effective product development and commercialize strategies and practices
* Develop, maintain and present detail account planning
* Present new product development concepts to cross functional teams
* Develop key relationships with internal and external partners
* Modify existing products and processes, and develop new ones
* Develop new product development and research ideas / programs, and participate in strategic long-range planning
* Market Analysis, study of Competitors.

**Asst, Production & Marketing Manager**

**March 2009 - May 2011 Berloni Pakistan**

* Managing labor and production schedule on daily basis
* Daily production reports and labor overtime, food management
* Maintaining production process with good standards and arrangement of materials
* Developing Market Plans & Overseeing Brand Management.
* Managing Communications with Retailers, Architects and Builders.
* Driving Projects across Sales, Service, Credit and Technical Departments.
* Hiring, Training, Supervising & Leading Marketing personal.

**SONY Pakistan**

**Sr. Sales Executive November 2006 - February 2009**

* Won sales competition, got 3rd position in all over Pakistan and in reward Thailand tour.
* Was awarded as best sales executive for several months.
* Managing dealer network of three major cities Islamabad,Rawalpindi and NWFP.
* Meet monthly, quarterly and annual targets.
* Was generating sales 10 million/month.
* Managing distribution network in three major cities Islamabad, Rawalpindi & NWFP.
* Preparesales projection figures for every upcoming year.
* Was handling daily marketing issues like replacement etc.
* Daily follow up and visits of SONY dealers.
* Keep up to date with information about product innovations, competitors and market conditions and adjusted sales strategies accordingly

**ACADEMIC QUALIFICATION**



**Bachelor in Commerce**

Punjab University, Pakistan

**PROFESSIONAL PROJECTS**





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| --- | --- | --- |
| **JOINERY & FITOUT PROJECTS** |  |  |
| **Corporate Projects UAE** |  |  |
| •.Etihad Airways, Abudhabi & Al Ain | •.Etisalat, Fujera | •.Abudhabi Health Authority (ADHA) |
| •.DEWA, Oud Metha | •.FEWA, RAK | •.DUBAI Police Academy |
| •.Ajman, Fujairah, Dubai Court | •.Emirates Transport, Dubai •. Any almost more then 10+ projects completed. |
| **Residential Projects UAE** |  |  |
| •. Ahmed Villa, Al-khawaneej dubai | •. Al-Rawadha Place, Al | •. HCT, Sharjah |
|  | Ain |  |
| • Aurum Apartments, Palm | •. Doorba Villa, Dubai | •.Al-Sabah Villa, sharjah |
| Jumairah Dubai |  |  |
| **Commercial Projects Pakistan** |  |  |
| •. SONY CENTER ISB, RWP & PSH | •. Commercial Ufone | •. Swedish University |
|  | Islamabad head Office |  |
|  | project |  |
| • Batik Designer Showroom | •. Tattoo House | •.Domino’s Pizza Showroom |
| many more commercial projects |  |  |
| **IT & PROFESSIONAL SKILLS** |  |  |
|  |  |  |
| • 2020 Design Software | • Project Management | • Business Development |
| • Portfolio Management | • Project Estimation | • Microsoft Office (Word, Outlook, Excel) |
| • Manage Client Relationships | • Internet applications. | • Search Engine. |
| • Competitive Analysis | •Cross-functional Team Leadership •Management •Sales |
| •Product Development | •Marketing Strategy | • MarketingTraining |
| • Program Management | • Strategic Planning | • Market Analysis |
| • Team Player, Take initiatives, persists until job is done | Brand Management |



* Operating System (Windows 9X, XP, 7)

**PERSONAL SNIPPEST**

Date of Birth:

Address:

Languages Known:

Nationality:

Visa Status:

Marital Status:

No. of Dependents:

7th April, 1983

Muweilah, Sharjah

English and Urdu

Pakistani

Employer Visa

Married

Two