# ANIS

# ANIS.184219@2freemail.com

***Key Skills :***

*- Sales & Negotiation*

*- Supplier Sourcing*

*- Marketing Communication*

***Professional Experience : (over 23 years)***

1. *As Business Development Manager based in Dubai, UAE*

 *with* ***M/s. Vertice Building Material Trading LLC*** *from November 2015 till date. Vertice is into providing products & services for Operations / Maintenance & Projects in Industry. Products range from Industrial Rubber, Engineering Plastics, Sensors & Control Devices to Services & Special Purpose Items. Served industries are diverse such as Engineering & Fabrication, Process, Food & Beverage, Contracting.*

***Job functions:***

* *Meeting customers, generating enquiries and quoting.*
* *Understand customer requirement and building relevant supplier base*
* *Registration with companies as Vendors*
* *Periodic Mailing campaigns*

***Achievement :***

* *Established new clients in varied industries and locations*
* *Found and built relationship with suppliers/ vendors for new products*
* *Created & updated E-brochure*
1. *As* ***Business Development Manager*** *based in Dubai, UAE with* ***M/s. Gulf Turrets LLC***  *from January 2014 till August 2015. Gulf Turrets, with fabrication facility in UAE, is into steel structure fabrication & erection, design & build of telecom towers and allied civil, electrical and mechanical contracting. It handles projects in UAE, Qatar, Bahrain & Oman.*

***Job functions:***

* *Expand focus beyond telecom towers into steel fabrication, civil & MEP projects*
* *Enquiry generation, quoting, negotiation & closing.*
* *Registration/ pre-qualification with Oil & Gas / infrastructure companies, EPC contractors, government organisations etc*
* *Registration with consultants for building, structural requirements*
* *Updating of website information*

***Achievement :***

* *New enquiries generated for steel structures, civil works by communicating with Consultants and EPC Contractors*
* *Created new segment profiles for marketing distribution & pre-qualification*
* *Got new enquiries for government sector projects contract/sub-contract work by prequalifying/ registering with ADNOC group / other government departments*
1. *As* ***Area Manager*** *based in Ethiopia with* ***M/s. Mabani Steel LLC***  *from April’2009 till July’2013. Mabani, with manufacturing facilities in UAE, designs and manufactures Pre-engineered steel building systems for industrial and commercial applications such as factories, warehouses, multi-storey building etc.*

***Job functions:***

* *Expanding Pre-Engineered buildings sales in Ethiopia & Tanzania*
* *Enquiry generation & handling, understanding project drawings/client requirement, quoting, negotiation & closing.*
* *Support colleagues in Ethiopia & Tanzania for sales & post-sales activities*
* *Handling enquiries from East Africa*

***Achievement :***

* *Set up Mabani’s Office and Sales Operations in Tanzania in June’09*
* *Trained local person to be our Sales Engineer in Tanzania before leaving in Dec’11*
* *Promoted to Area Manager in Jan’2012 from earlier Sales Manager*
1. *As* ***Sales Manager***  *with* ***M/s. Kirby Building Systems India Ltd****, Mumbai, from Feb’2002 till Dec’2008. Kirby, a Kuwait based MNC with manufacturing facilities in India, designs and manufactures pre-engineered steel building systems.*

***Job functions:***

* *Selling Pre-Engineered buildings in face of competition from other PEB manufacturers and conventional structures*
* *Co-ordination with client, certified builder, consultant & factory to facilitate smooth project execution. Interacting with site engineer to resolve fabrication/erection issue*
* *Contacting industrial architects/consultants for promoting product*
* *Project Selling involving Pre-sales, sales and post-sales activities*

***Achievement :***

* *Joined as Sales Engineer to Senior Sales Engineer, Asst SM and Sales Manager*
* *Repeat Business with M/s. Enercon (India) Ltd worth over USD 2.4 million*
1. *As* ***Sr.******Sales Engineer*** *with* ***M/s. Metfab Machines (India) Pvt Ltd****, Mumbai, from Oct’97 till Jan2002. Metfab specialised in metal forming machines offering conventional & CNC models for fabricating sheets, plates, tubes, pipes, sections.*

***Job functions:***

* *Generating and handling enquiries, assessing requirements, sales presentation, negotiations and order closing*
* *Carrying out follow-ups, prospecting for new clients in related fields*
* *Assisting outstation representative/dealer in making sales*

***Achievements :***

* *Expanded customer base by 20%*
* *Involved in launch of new products*

1. *As* ***Marketing Executive*** *with* ***M/s. Airscan****, Mumbai from July 1995 to March 1997, The organisation dealt with Carrier range of Window, Split and Ductable Split airconditioners.*

***Job functions :***

* *Procuring/attending the enquiries, sales presentation, negotiating & order closing*
* *Meeting architects/interior designers, consultants for promoting product*
* *Co-ordinating with the project department regarding the installation/ commissioning of the machines, attending of service & complaint calls.*
1. *As* ***Marketing Executive*** *with* ***M/s. Phelix Appliances Ltd****, Mumbai from July 1994 to June 1995. The company manufactured Window and Split unit airconditioners.*

***Job functions :***

* *Procuring/attending the enquiries and sales presentation*
* *Prospecting for new clients in industrial areas*
* *Estimating tonnage requirements, preparing quotations, following up with client/ interior designer, negotiating and closing the sale*
1. *As* ***Trainee Engineer******M/s. Communication And Power Equipment Company Ltd****, Mumbai from AUG 1993 to FEB 1994. Manufacturers of helical & worm reduction gearboxes. Responsibilities involved overseeing production of gears, material handling, scheduling, routing and assembly of gearboxes. Was part of ISO 9000 core team.*

***Education :***

*B.E. Production (Mechanical) from the University of Bombay.*

*PGDBA in Marketing from Symbiosis, Pune.*

***Computer Skills :***

*Proficient in MS Office: Word, Excel, Powerpoint and MS Access. Conversant with Autocad for reading engineering drawings and Internet for correspondence & other business opportunities.*

***Personal Details :***

***Date Of Birth :*** *24 May 1971*

***Nationality :*** *Indian*

***Marital Status :*** *Married*

***Languages :*** *English, Hindi*

***Driving License :*** *Valid UAE Driving License*