Yatheen

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Professional Objective

**Executive Profile**

Pro-active and results oriented with experiences in India and **over** **15 years of Vital experience in UAE** within all aspect of Procurement & Logistics that includes multi-cultural environment in UAE. Also proven ability to improve operations, impact business growth and maximize profits through achievements in logistic management, credit control, cost reduction, internal controls and productivity / efficiency improvements. Well-disciplined with proven ability to manage multiple assignments efficiently under extreme pressure while meeting tight deadlines schedules. Looking for a challenging opportunity with a reputable Company / Group where my skills and experience will have a valuable impact.

**Areas of Strength:**

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| --- | --- |
| * Excellent Cost Reduction. * Excellent knowledge of Freight Forwarding & Strong Negotiation Skills. * Excellent knowledge of accounting functions related to Shipping & Logistics Industry. * Ware House Management. * Logistics / Inventory & Distribution Management. * Customs Reconciliation. | * Cross-Cultural Work Environment. * Increase the Profit level of the organization through   Negotiation & Marketing Skills.   * Cash Operations Management. * Excellent knowledge of Shipping / supply chain   Procurement / Marketing / Finance & Operations.   * Proficient in VISEAR. * Major achievement - cost reduction and increase   productivity in the logistics division within targeted time frame |

**Professional Work History**

**EthosEnergy Ltd. (former Wood Group Engineering), Jebel Ali**

**A global provider of rotating equipment solutions and service for Power, Oil & Gas and Industrial Markets**

**01 JULY’ 2001 TO 24th JULY’ 2016.**

**LOGISTICS HEAD – UAE.**

Worked as a Logistics Head for the UAE Turbine & Engineering division - this organization head office is located in Aberdeen, UK and Houston, USA.

Logistics support and solution of engineering products and service as planned by EthosEnergy / Wood Group divisions

Supervising quotations, documentations and presentation to end users.

Manage and support the movement of cargo with EE / WG branches, partners, vendors and clients established in the region and world wide.

Perform competitive cost analysis, analyse market trend and collect related market information and generate monthly logistics report & also generate weekly meeting with production, vendors, clients and update logistic status to the management.

Generate the weekly report and progress about the distribution part and update to the Management on a regular basis.

Checking the Inventory Level on a regular basis, weekly inventory report will be generated and pro-actively maintain the inventory level in the ware house, this will maintain the regular supply system to the shop floor and local clients.

**Achievements:**

|  |  |
| --- | --- |
| * Improved Inventory Accuracy * Improved Delivery Efficiency * Reduced Sales return * Through strong negotiation skills, procurement / logistics cost reduced adding more cost benefits to the organization. | * Improved picks from vendors and suppliers * Minimised Pick Errors * Reduced Cost/Delivery * Reduced Fuel cost |

1999 – 2001: **Spectrum Service Aid and Marketing**

Bombay, India.

A Marketer and Services Provider of high quality Office Equipment and Industrial Storage Systems.

Sales Executive

* Executed Direct Sales, Negotiated Sales Contract, Liaised with Architects and Contractors. Gaining insight into the client requirement, identifying and articulating their needs, and creating solutions by applying wide range of products, technologies and services. Manage accounts, inventory and negotiate terms and conditions including prices with suppliers and contractors.

Key Achievements

* Generated highest orders, negotiated into sales and contracts. Achieved more than the stipulated target within 6 month, reaping in highest incentives.
* Established alliances with major contractors and architects for planning and developing of Showrooms, Library, Offices, and Industrial Storage Systems.
* Developed new market for Office Furniture and Industrial Storage Units worth Rs.2.2 million, surpassing all sales goals in spite of stiff competition from local manufacturers and dealers of that area.

1996 – 1999: LB Energy Systems Pvt. Ltd.

Bombay, India.

A marketing front that provides solutions to customer energy needs with wide range of Boilers, Thermic Fluid Heaters and Heat Exchangers.

Sales Officer

* Generated enquires and enquires received from Chemical Industries, Pesticide Manufacturers, Tanneries, Oil Refineries, Cloth Mills, Laundries, Pharmaceuticals, Hospitals, F & B Industries, Food Processing Industries, Rice Mills etc. and in co-ordination with the Sales Engineers most of enquires were successfully negotiated into orders by identifying and assessing the customer needs with wide range of Boilers of various evaporation capacity, working pressure and fuel.
* Negotiated terms and conditions and prices, worked out estimation / quotations.
* The job asked for extensive traveling throughout India.
* Planning, scheduling, booking and purchase of Boilers and other products from works and vendors, negotiating terms and conditions including prices, coordinating with design department, follow up on the positions of products and making effective communication with works / vendors for supply of products on schedule.

Key Achievements

* Generated enquires from rice mills in Raipur (M.P), India largest rice mill territory and carried out the largest sales deal in company’s history by coordinating with the sales team in executing orders of Agro waste Fired Boilers with evaporation capacity from 2500 kg/hr. to 4000 kg/hr. contributing a huge revenue of Rs. 20 million in just 3 months.
* Servicing and sales of Boiler spares to the Boiler user were expanded from completely underutilized business generating more than 150% from the targeted income.

1986 –1994: Fitwell Industrial Corporation

Bombay, India.

Manufacturers of Precision Propeller Shafts and Components, vendors to leading Automobile manufacturers.

Sales Officer (1990 –1994)

Accountant (1986 – 1989)

* Working and coordinating with Distributors, Stockiest and State Transport Cooperation spread across in every state of India.
* Processing and executing the orders received by Direct Sales, through Bank and Bill Discounting.
* Monitor movements of products/inventory and follow up with works and suppliers.
* Responsibilities as Accountant included Bank Transaction, Writing of Sales/Purchase Registers, Cash/Bank Book, Debtors, Creditors and General Ledgers, Trail Balance and Finalization of Accounts.

Earlier Career Includes:

1984-1985: Albatross Shipping

Surat, India.

A Coastal Bulk Carriers

Branch Accountant

BP Indian Agencies Joint Enterprise Ltd.

Bombay, India.

A Subsidiary of British Petroleum

Marine Clerk

Education and Training

Higher Secondary in the year 1982

Government Commercial Diploma with Advance Accountancy and Methods and Machinery of Business.

Technical Skill

* Proficient in the use of MS Office - Spread sheets, MS Word, Excel, PowerPoint & Window’s
* Team Build up
* Essential Negotiation
* HSE

Personal Profile

Date of Birth : 11th February 1960

Nationality : Indian

Languages Known: English, Hindi, Marathi and Malayalam

Driving License : UAE (Valid)