

Maqbool Saleem



U.A.E | Saudi Arabia | India

Mobile: +971-559391794

Email: maqbool.ict@gmail.com

LinkedIn: www.linkedin.com/in/maqbool-saleem

Valid UAE resident visa and driving license

Enterprising individual with demonstrated knowledge in business development and supply chain roles looking to provide value in organizations seeking business growth.

SKILLS

SALES	SOURCING	ANALYSIS
MARKETING	LOGISTICS	NEGOTIATIONS
BUSINESS STRATEGY	OPERATIONS	DESIGN THINKING
BUSINESS DEVELOPMENT	PROCUREMENT	E-COMMERCE
SUPPLY CHAIN PLANNING	VENDOR MANAGEMENT	CRM ERP SYSTEMS

WORK EXPERIENCE

- September 2018 – Current: **MSA International FZC** – Director
Handling procurement, logistics and operations for existing chemicals range.
Addition of new business verticals and expansion into new territories.
Participation in tendering and competitive bidding.
Strategizing manufacturing contracts for private labelling operations.
- July 2016-August 2018: **Altek International FZE**- Business Development Manager (Coatings & Inks)
Successfully setup and lead new BU for the paints, inks and coatings industry.
Coordinated teams across 7 countries for sales and business development.
Participation in global trade fairs, organizing workshops and seminars for customers.
Involved in procurement of BU raw materials. Undertook negotiations and strategized agreements with suppliers.
- February 2015-April 2016: **Star Chem FZE**- Business Development Executive-GCC region
Catered to raw material requirements for the middle east adhesives, paints and inks industry.
Contributed to expansion of product portfolio to include plastics, construction chemicals and powder coatings industries.
- August 2014- January 2015: **SoFood Products**- Project head-Brotos
Product development to create product market fit.
Setup of manufacturing units.
Devised strategic supply chain for B2B and B2C segments.
- March 2013- July 2014: **Eggvertise**- Co-founder
Co-founded India's first innovative brand activation and advertisement start-up.

Undergone Trainings & Internships at:

- Hitachi Chemicals – Singapore – March 2017
- BYK Additives –Dubai/Pune-January 2014
- Jotun Paints KSA-May-June 2011
- United Inks KSA-May-June 2010

ACADEMIC RECORD

YEAR	CLASS	INSTITUTE/COURSE	BOARD/UNIV.
2019	Certificate	Entrepreneurship in Emerging Economies	Harvard University
2016	MBA	International Business	A.D.T.U
2012	B.Tech (Surface Coatings)	Institute of Chemical Technology, Mumbai	Mumbai

HOBBIES

- Playing badminton, football, writing articles, poems, animation & enjoying different cultures.
- Participation in elocutions, debates, discussions and dialogues.
- Avid trekker and traveler. Travelled to Australia, China, Egypt, France, Italy, Malaysia, Saudi Arabia, Singapore, Switzerland.