

# MIRAS HASAN

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## PROCUREMENT ENGINEER

Results-driven Procurement Engineer & Business Development Professional with 6 years of experience across the UAE, Saudi Arabia, and India. Expertise in vendor negotiations, procurement strategy, energy management, and industrial automation. Achieved AED 300K/year in revenue gains and 25% energy savings for multinational clients. Adept at managing end-to-end procurement processes, building strategic partnerships, and implementing innovative solutions that improve efficiency and reduce costs.

### WORK EXPERIENCE

#### **Pangea • 01/2025 – Present**

##### **Head of Growth – MENA • Full-time**

- Directed global growth strategy, driving demand generation initiatives that consistently delivered qualified sales enquiries across diverse industries.
- Led prospect development and account-based marketing campaigns, increasing conversion rates through targeted, high-value outreach.
- Secured delegates and sponsors for B2B conferences, engaging C-level executives and key decision-makers worldwide.

#### **Marsad al Sharq Trading (MSE TRADES) • Saudi Arabia • 09/2024 – Present**

##### **Procurement Engineer • Full-time**

- Managed end-to-end procurement for engineering services, ensuring timely supply of materials and equipment for projects.
- Negotiated contracts with suppliers to secure competitive pricing and maintain quality standards across electrical, mechanical, instrumentation, and safety products.
- Coordinated with project teams to forecast material needs, optimize inventory, and prevent operational delays.

#### **Momentum Trading Est. • Saudi Arabia • 01/2023 – 01/2025**

##### **Business Development & Procurement.**

- Conducted complete market research to identify potential suppliers and evaluate their capabilities..
- Negotiated contracts and terms with suppliers to secure the best possible deals while maintaining quality standards.
- Analyzed procurement data to identify cost-saving opportunities and implement effective purchasing strategies.
- Managed procurement processes for various projects, ensuring timely delivery of materials and services within budget constraints.

## **Unimation Robotics(Energy Dept.) • India, Bangalore • 01/2021 – 01/2023**

### **Business Development Manager**

- Led projects for the optimization and hence reduction of electricity consumption in MNCs like Honda, Commscope, Cipla, Wipro etc. In efforts to reduce carbon footprint emission. (Net 0 Initiative)
- The above mentioned projects were acquired by myself resulting in a revenue generation of average AED 300,000 / year.
- Played a key role in developing new automation technology for all type of air conditioners which can reduce upto 25% energy consumption
- Successfully marketed the need of Energy Management solutions in GCC/India for all sectors. Mainly due to excessive energy wastage in HVAC.

## **Unimation Robotics(Industrial automation Dept.) • Uae • 01/2020 – 01/2021**

### **Business Development Manager & Project Planning.**

- Won a complete window glazing project for Katterra USA using KUKA robots.
- Won Automated production processes in Food industries.
- Successfully established the robot simulation department in the company.
- Led the Concepts & Robot Simulation Department.

## **MS Sportswear (Brand) • India • 01/2019 – 01/2020**

### **Digital Marketing Manager**

- Led a team of four in developing and executing innovative digital marketing strategies.
- Enhanced brand value significantly through targeted campaigns and creative content
- Utilized data-driven insights to optimize marketing efforts and improve customer engagement.
- Increased online presence and brand awareness, resulting in a measurable boost in sales and market reach.

## **InfoXite • India • 01/2018 – 01/2019**

### **Business Development**

(B2B Lead Generation Services Company)

- Coordinated a team in the B2B lead generation sector, specializing in the sale of marketing lists and services.
- Personally generated \$30,000 in annual revenue through targeted outreach and effective sales strategies
- Specialized in selling marketing lists and services within the database industry, providing clients with valuable data for their marketing campaigns.
- Implemented data-driven approaches to identify and capitalize on new business opportunities

### **SKILLS**

**Soft Skills:** Adaptability, Analytical Thinking, Client Relationship Management, Critical thinking, Effective communication, Leadership, Negotiation, Problem Solving, Project management, Public relations, Resilience under Pressure, Strategic Planning, Teamwork, Vendor Management

**Technical Skills:** Apollo, Excel, Gmass, LinkedIn, Lusha, Microsoft Word, Octopuz for industrial automation planning and process simulation, Outlook, Photoshop, PowerPoint, SketchUp 3D design software, Zoho Books, Zoho CRM

