

Objective:

Major Responsibilities: Handling End to End Process from RFQ Collection to Delivery and Payment Collection (Saudi Customs Clearance Included), Expert in Drafting Commercial and Technical Quotation.

Expert Skills:

Air (Dust) Filtration	Dust Collecting Filter Bags for Food, Cement and Mining Industries
Water Filtration	Filter Press and water filter bags for WWTP, Beverage and Bottling Industries, Sugar, and Juices manufacturing plants, Power plants and SWCC
Process Filtration	Nylon Filtration for Flour Mills, PTA Application for SABIC.
Aviation Filtration	Specialized in the filtration of civil and military aviation fuels FAUDI Aviation coalescer elements, Separator elements for second stage of a high-performance separation in filter/water separators Microfilters, pre-filters for the efficient and continuous removal of solids such as rust, sand, and other particulates from aviation fuels Dirt Defense Filters
Consumables	Resimac (UK) solvent free epoxy, polyurethane & silicone composites and industrial coatings and repairs for Corrugated and rust.
Tenmate	Ferobide for effects of wear. Effective and durable wear part specifically for the agricultural and mining industry. (Titanium Plates)
Comm. Laundry	Ironer Padding (Polyester and Nomex)
Mech. Spares	Centrifuge Crushing rolls for Flour Industries, Processing belt for Pasta Manufacturing factories. Motors, Pumps and Valves to name few.

Client Database

- Mining Industry
- Aviation Industry
- Flour Mill Industry
- Cement Industry
- Water and Bottling Industry
- Food and Juice Industry
- Water and Wastewater industry
- Chemical Industry
- Sugar Industry
- Mechanical Spares

Work Experience UAE and Saudi Arabia:

Company – Abdullah Naseer Al Mohaiya Trading Company – Riyadh

Responsibilities Undertaken:

- Achieving growth and sales targets by successfully managing the sales team.
- Drafting strategic sales plan that expands company's market share and ensure keeping track of New Competitors Entering.
- Managing, objectives setting, coaching and performance monitoring of sales representatives.
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Managing End to End Process - Collection of RFQ until Collection of Payment
- After Sales Inspection, Product Exchange if Needed.
- Retention of Clients and Customer Satisfaction.
- Weekly Reporting to Head Quarters
- Saudi Customs – Shipments Clearance.

BPO Experience in India:

○ Aegis BPO Services – Bangalore - 1 YEAR 4 Months (30-10-2009 to 28-02-2011)

Customer Care Support for INDIAN FINE BLANKING (IFB) Process

Cold Calling and Convince Clients to Purchase IFB appliances

Upselling and Cross Selling Accessories and AMC

Advise Trouble Shooting and Register Complaints if needed Retain

Old Customers and Record Details for reference.

Achieve Weekly, Monthly Sales Targets and Maintain KPI

○ IBM DAKSH INDIA – Bangalore - 6 MONTHS (01-06-2011 to 30-12-2011)

Operations Executive for Tru Energy (Australian Utility Company)

Maintain and Record End to End Process for Industrial Clients

Keep a track of Consumption and Billed amount compare it will previous Bills

Responsible for Ombudsman Reports

Upselling and Cross Selling – Upgrade the Plans and Services

Call the Interested Clients to switch Service Provider retain the Old Customers

○ C Cubed Solutions – Bangalore – 6 MONTHS (03-04-2009 to 25-08-2009) Medical

Billing Executive for American Doctors Office

Work on Unpaid Claims and Upload the status.

Update if Documents missing for Payment delay.

○ DNA News Paper – Bangalore (Door to Door Selling) - 3 Months

Worked with on field team to promote and sell the news paper Door to Door in Bangalore

Education:

- Masters in business administration – MBA (Marketing and Finance) Bangalore University – India

- Bachelors in commerce – B.com (Marketing and Finance) Bangalore University – India

Languages:

Hindi, English, Arabic

Telugu, Kannada, and Tamil

Personal Details:

DOB – 26-06-1990

Marital Status: Married

Address – No. 24-2, Mustafa Nagar Falaknuma Area

Near Indian Function Hall

Hyderabad – Telangana