



JAIKUMAR GEORGE

**Technical Sales Manager
(TECHNOCOMMERCIAL)**

United Arab Emirates/ Saudi Arabia / Qatar / Bahrain

Mobile:+918129622745
/ +919529696953

E-mail: jaigeorge12345@gmail.com

PROFESSIONAL OBJECTIVE....

Senior level assignments in Techno-commercial- Quality In charge and to be a part of the professionally led team, which recognizes performance, benchmarked against clearly laid out objectives & results so as to utilize my potential and skills to attain the organization's business goal and thus achieve my own development and professional objectives. MAJOR STRENGTHS....

26+ years of rich experience, in BAHRAIN, QATAR, UAE & SAUDI ARABIA within Construction, Oil & Gas Industry with excellent contacts with the trade associates including the Architects, Consultants, Contractors and end users.

Holding valid Indian, Saudi & UAE driving License.

Strong clientele rich database along with good contacts with Potential MiddleEast & European contractors within Construction and Oil & Gas Industry, while contributing Technical support to projects during the design and construction phases.

Self Starter with a clear focus on high quality and Business Profits.

Strong inter-personal and Business communication Skills at all levels of Management with the ability to plan, set objectives & achieve them through Strategic approach.

Effective presentation and computer skills.

Manage the Dealers for the assigned customers with the help of Techno - Commercial tactics.

Exposure to Strategy Planning, Budgeting, Cost Management, Credit / Collections Management & people management.

Manage operations to deliver sales and revenue. Develop strategy to focus on value added engineering
Oversee financials keeping a tight control on credit and fiscal health.
Coordinate with HR for recruiting required manpower for UAE and the Middle East. Developing the logistics procedure to ensure timely and cost effective deliveries.
Influence marketing plans and align activity basis analysis of market trends and competitor activity.
Supervise trade license, office rental, contracts, banks and other administrative matters.

ACHIEVEMENTS.....

Joined the Hilti company at their start-up stage and assigned independent charge of sales & marketing functions. Consistently overachieved preset sales targets with a revenue growth of 60% right from the first year starting from 2003.

Successfully cultivated growth in a previously stagnant “Power Tools, Channel systems, construction chemicals & Anchor segment by penetrating deeply into the Bahrain , Qatar& UAE market.

Successfully completed Firestop Specialist training in Dubai and Iran.

Achieved rapid growth in the company from Sales Engineer cum Firestop Specialist followed by Key Projects Manager and finally Country Manager in recognition of my contributions.

Achieving every month the agreed targets by providing proper solutions and services and controlling the new dealers and projects in north UAE, Saudi, and Qatar.

Established a new Company by the name friulsider from Italy, In UAE from 2013 March as the Technical cum General Manager of the company.

Now promoting the Highpressure Pipe Fittings, Pipes, Expansion Joints & High-Pressure Hoses in Saudi representing various Aramco Approved Manufacturers from Europe, USA & Far East Countries.

WORK EXPERIENCE....

Presently in Saudi, Working for Aramco Projects through A Contracting co., catering mainly their Oil & Gas Projects. Since May 2015 to Sept 21, 2021.

Create and implement the overall strategy for developing and maintaining very strong customer relation, maintaining American standards in the installation of Pipes & Pipe fittings, Pumps, expansion joints, High-Pressure Hoses & Marine Ropes with approved and specified materials to be used. Responsible mainly for Technical meetings commercial discussion with Aramco Buyers & Consultants, establishing the relationship, training Salesmen, site engineers and overseeing Inspection policies of Aramco, SEC & EPC Contractors objectives, campaigns, and initiatives for their projects allocated within the given time frame, Bidding and achieving

the high value orders thus contributing to the Annual sales performance. Reporting to the Managing Director.

Core Responsibilities/Tasks:

- ✓Managing Sales & Marketing Department by defining the responsibilities, duties and set up the work procedures.
- ✓Setting up the company image in the market.
- ✓Assuring the implementation of the procedures and procedures' revisions in the work cycle of the whole department.
- ✓Assure that company is pre-qualified in all organization dealing with such products.
- ✓Seize all sales opportunities domestically and regionally.
- ✓Conduct marketing intelligence on the regional market.
- ✓Setting up company marketing strategy.
- ✓Setting up company monthly, quarterly & Yearly sales plan.
- ✓Product Pricing and defining the price with updating and upgrading it whenever needed.
- ✓Forecasting Sales, price, and revenue by product type, market, and industry. Initiating and leading all promotional activities that enhance sales, company image or strengthen relationship with customer
- ✓Representing the company in exhibitions, forums, and conferences.
- ✓Revise the work procedures for the best to the work process.
- ✓Set up department's objectives and targets.
- ✓Approving and authorizing the Sales transactions.
- Lead tendering and prequalification process.
- Maintain up-to-date register of all proposals, registrations and prequalification.
- Liaise with technical team and other internal stakeholders to Complete prequalification process.
- Review of Technical Proposal's requirements as per the Invitation to Bid Documents and related contract specifications, drawings, etc. and discuss requirements with technical team.
- Establish the overall index of the whole Technical Proposal in order to establish the overall strategy and approach to the preparation of the Technical Proposal.
- Adhere and ensure full compliance to the Standard Tendering procedure
- Liaise with financial department to prepare bid bond when required.
- Liaise with legal department to review contract terms and conditions
- Lead Proposal discussions during proposal kick off and scope-review meetings with internal stakeholders and gain agreements on responsibilities.
- Attend or coordinate site visits as needed to become familiar with site conditions and take account of these in the Technical Proposal.
- Liaise with internal stakeholders to assist the compilation of technical parts of the Proposal, i.e., Safety, Quality, Mechanical, Civil, E/I, Legal, Accounts, etc., and coordinate their efforts to ensure that those parts of the Technical Proposal are prepared on schedule and in compliance with the ITB documents.
- Compile the Technical Proposal in its final format, hard and electronic copies.
- Respond to Technical Clarification Requests received from Clients.
- Attend Technical Clarification Meetings with the Clients.
- Liaise with internal stakeholders and responsible manager for commercial proposal preparation
- Prepare risk assessment, bid executive summary and obtain relevant approvals as per approval catalogue.

1. Previous Employment

A Technical solution provider Company from Italy for the construction Industry, In the Middle East into Sales and providing technical support to the entire construction industry, exterior facade, precast divisions and interiors application within the construction and Oil& Gas industry. Working Since July 2013 till Feb 2015 Job Responsibilities:

○ **General Manager-Reporting to the Export Manager & Sales Director of friulsider (Italy) and primarily responsible for,**

- Planning, Implementing strategies for establishing a company with a local partner in UAE & Saudi Arabia setting up of warehouse with appropriate standards for storing Chemicals and recruitment of sufficient and intelligent staff for the job.
- Create and implement the strategy for developing and maintaining business through effective use of appropriate means. Responsible mainly for Technical, Sales, commercial, establishing relationship, training, budgeting and providing solutions and services to the consultants, contractors, site engineers and overseeing marketing policies, objectives, campaigns, and initiatives for **friulsider** related products in a tough and competitive UAE market thus contributing to the Annual sales performance.
- Conduct and assist in market research activities to identify targeted business Areas emphasizing mainly in **Middle East** and keep a keen eye on competitor activities.

Attendance at Sr. Management Meetings while contributing to overall policy Development.
Evaluating timely adjustment of marketing strategies, plans and recommending necessary strategies for **contractors** within UAE & Saudi Region.

- Volunteered additional responsibility of sourcing and Co-coordinating with Consultants for **Anchors** and Metal clamp products for stone cladding with certification for various performances parameters as per ASTM/BS standards, Technical submittals and bagging the order for the prestigious Dhahran Commercial Centre in Dammam.
- Finding leads, generating enquiries, studying client's requirements, submitting Suitable design solutions and providing technical support with techno Economic feasibility of the product including **ensuring brand specifications in prestigious construction projects through Architects, Engineering Consultants and Civil Contractors.**
- Organizing and participating in trade shows and other key promotion events representing the company.
- Field training, Product demonstration at site level and guidance to all Tech. sales people newly inducted to the **friulsider** family.
- Responsible for Designing ,Approvals and conducting Technical Seminars to the Consultants, Clients & Contractors.

Business Travels: Saudi Arabia,& Italy **The Clientele:**

Civil Construction Companies, EPC Contractors, Architects, Consultants, Real Estate Developers
Private Housing Units etc

2. Previous Employment- Sales Manager - From July 2010 to June 2013 (Appx.3years duration): M/s MUNGO UAE, WLL with diverse activities mainly into Engineering, Contracting and trading. Worked in the Technical & Operations Division of the company, catering Construction/Building Industry extended to Supply, Fabrication and Solution providing. **Job Responsibilities:**

- Identifying Projects and ensuring products specifications in prestigious construction projects ,Providing training to the newly Inducted Sales Engineers and reporting to General Manager.
- Finding leads, generating enquiries and promoting sales emphasizing mainly into Contractual/Project Sales
- Studying client's requirements, submitting suitable design solutions and providing technical support including techno-economic feasibility of the products.
- Analyzing and forecasting divisional sales performance in consultation with Divisional Head.

- Commercial activities related to Invoicing, Indenting, and Maintenance of Sales Records.
- Effective co-ordination with internal department for Fabrication (Oil & Gas), Design, Accounts and Project Execution.
- Business liaison with Principals, suppliers and potential Clientele.
- Organizing and participating in exhibitions and seminars.

Business Travels: UAE & Qatar

The Clientele:

Civil Construction Companies, Architects, Consultants, Real Estate Developers Private Housing Units etc.

3. Previous Employment (October 2006 Till June 2010)

M/S Fischer FZE, Jebel Ali, Dubai.

A German based Multinational Company in Fixing Systems (General, Mechanical & Chemical) for the construction Industry, providing Technical solutions throughout the world. Operating from Dubai for the entire Middle East and south Asia. Worked since August 2006 till June 2010, as **Country Manager for Qatar and northern UAE.**

Job Responsibilities

Reporting to the General Manager and primarily responsible for:

- ✓ Business development, regional sales, Setting and achievement of sales targets
- ✓ Monitoring sales team's productivity and overall functioning of the sales department
- ✓ Conducting regular reviews of sales performance and revenues
- ✓ Managing and maintaining excellent relations with key accounts and developing new clients
- ✓ Analysis of existing and new customers to ensure profitability and long-term relationship
 - Create and implement the strategy for developing and maintaining business and effective use of selling solutions and services.
- Being Country Manager Responsible mainly for **QATAR & Emirates** to establish relationship and provide Technical solutions and services to the consultants, contractors, site engineers, dealers and overseeing marketing policies, objectives, campaigns, and initiatives for **Fischer** related engineering products such as **Anchors, Samontec (Channel Systems)** in a tough and competitive UAE & Qatar market thus contributing to the Annual sales performance.

- Conduct and assist in Seminars to the Consultants and Contractors of various fields of construction Industry.
- Attendance at Sr. Management Meetings while contributing to overall policy Development. Evaluating timely adjustment of marketing strategies, plans and recommending necessary strategies for **contractors** within this Region.
- Finding leads, generating enquiries, studying client's requirements, submitting Suitable design solutions and providing technical support with techno Economic feasibility of the product **ensuring brand specifications in prestigious construction projects through Architects, Engineering Consultants and Civil Contractors.**
- Organizing and participating in trade shows and other key promotion events representing the company.

Training to all allocated Traders, Field training, Product demonstration at site level and guidance to all Tech.sales Engineers newly inducted to the **Fischer** family.

Business Travels: **Qatar & Germany**

Clientele:

Civil Construction Companies, Architects, Consultants, Real Estate Developers Private Housing Units etc.

4. Previous Employment (May 2003 to August 2006):

M/S HILTI, Kingdom of Bahrain.

A Technical solution for the construction Industry, In the Middle East into Power Tools, Channel Systems & Anchor Sales and providing technical support to the entire construction industry, MEP Segment, exterior facade, precast divisions and interiors application within the construction industry with an annual sales of 1 million BD. Since **May 2003 to Dec 2006** in the capacity of **KEY PROJECTS MANAGER, stationed at Bahrain Job Responsibilities:**

- Create and implement the strategy for developing and maintaining business through effective use of appropriate means. Responsible mainly for establishing relationship and providing Technical solutions and services to the consultants, contractors, site engineers and overseeing marketing policies, objectives, campaigns, and initiatives for **HILTI** related products in a tough and competitive Bahrain market thus contributing to the Annual sales performance.
- Conduct and assist in market research activities to identify targeted business Areas emphasizing mainly in **Middle East** and keep a keen eye on competitor activities.
- Attendance at Sr. Management Meetings while contributing to overall policy Development. Evaluating timely adjustment of marketing strategies, plans and recommending necessary strategies for **contractors** within this Region.

- Volunteered additional responsibility of sourcing and Co-coordinating with Civil Defense for **Fire Stop product** certification for various performances parameters as per ASTM/BS standards, Technical submittals and bagging the order for the prestigious Bahrain Financial Harbor project.
- Finding leads, generating enquiries, studying client's requirements, submitting Suitable design solutions and providing technical support with techno Economic feasibility of the product including **ensuring brand specifications in prestigious construction projects through Architects, Engineering Consultants and Civil Contractors.**
- Organizing and participating in trade shows and other key promotion events representing the company.
- Field training, Product demonstration at site level and guidance to all Tech.Sales people newly inducted to the **HILTI** family.

Business Sectors & Main Clients

Construction & Building Industry, Precast companies, Aluminum Fabricators & Installers, Civil Construction Cos., Steel Building Cos., Architects, Consultants.

Business Travels: U.A.E, Qatar, Kuwait & Iran

5. Previous Employment (Appx.7 yeas and 9 months duration):

M/s B R C WELDMESH BAHRAIN(GULF) WLL with diverse activities mainly into Engineering, Contracting and trading. Worked in the New Materials Division of the company, catering Construction/Building Industry extended to Supply, Fabrication and installations of Rebar's, cut & bend reinforcements, chain link fence, **RMD Scaffolding & Foam works** and Welded wire mesh.

Worked from **July 1995 till April 2003**as **SALES ENGINEER**

Job Responsibilities:

- Identifying Projects and ensuring products specifications in prestigious construction projects and reporting to General Manager.
- Finding leads, generating enquiries and promoting sales emphasizing mainly into Contractual/Project Sales
- Studying client's requirements, submitting suitable design solutions and providingtechnical support including techno-economic feasibility of the products.
- Analyzing and forecasting divisional sales performance in consultation with DivisionalHead.
- Commercial activities related to Invoicing, Indenting, and Maintenance of Sales Records.
- Effective co-ordination with internal department of Fabrication, Design, Accounts and Project Execution.

- Business liaison with Principles, suppliers and potential Clientele.
- Organizing and participating in exhibitions and seminars.

Business Travels: UAE & Qatar**The Clientele:**

Civil Construction Companies, Architects, Consultants, Real Estate Developers Private Housing Units etc.

EDUCATIONAL QUALIFICATION....

LARGE ACCOUNT MANAGEMENT PROCESS 2006

From MILLER & HEIMANN

MSc Physics 1989– 91 2nd Division

BSc, Physics 1986 - 89 1st Division

Languages Known: English, Arabic, Hindi, Malayalam, Tamil & Urdu

PERSONAL PROFILE....

Date of Birth - 30th June 1968 Nationality

& Sex - Indian male citizen

Marital status & Family Size - Married, Wife & Three kids

Employment Status - Valid Saudi Residence Visa

Date of Joining – One Month Notice