**Mohammad Danish**

INDIA • Tel: (Mob) +919711683362

**Email:danish\_aa4@yahoo.com**

**Business Development Assistant**

**Profile**

Want to be a part of a team with opportunity to learn and use skills acquired with a view for professional growth. Currently was working as a business development assistant with 10 years' experience in the UAE with a strong background in implementing and managing sell plans with excellent working knowledge of MEP, HVAC and fire prevention and protection systems, building automation, NCRs, IMS, audits.

**Professional Experience**

**10 Years Experience from June 2007 to March 2018**

* **Business Development Assistant – Feb 2011 to March 2018**

**Logical Contracting L.L.C, Dubai**

Project: **Sowwah Iseland Abu Dhabi U.A.E**

Project:  **Emirates Aluminum Phase-2 Abu Dhabi U.A.E**

Project: **AMMROC Al Ain U.A.E**

Project: **Hazza bin Zayad Stadium Al Ain U.A.E**

Project: **New York university abu dhabi**

Project**: Dubai Canal Shaikh Zaid Road, Dubai**

**Work Profile:**

**My main tasks consisted of**

* Answered queries, offered advice and introduced new products. Demonstrating and presenting products.
* Collaborate with marketing and product team.
* Responsible for maintained a high level of professionalism with clients and working to establish a positive rapport with every inquiry.
* Update client information in the customer service database during and after each call.
* Work with the management team to stay update on product knowledge and be informed of any changes in company policies.
* Maintaining relationship with clients by providing holistic solutions. Impact the company’s bottom line by problem solving and turning frustrated client into repeat customers.
* Maximize income generation for the company and achieved sales targets.
* Managed the end to end sales process including invoiced, collection-up selling etc.
* Fixing-up the appointment. Forward the requirement to the concern person (either BDM or MD).
* Attend networking events, trade exhibitions and promotional events to gather market information and promote the system/product.
* **Safety Inspector - June 2007 to Aug 2010**

**Omega engineering L.L.C**

Project: **Fortune Executive Tower-T1, Dubai, U.A.E**

High Rise Tower-(4B+G+35F+Rest+1Mech+Roof).

Project value: $45 Millions (MEP Services)

Client: Fortune Group

Consultant: Dimensions Engineering

Project: **The Dome Tower, Dubai, U.A.E**

High Rise Tower-(5B+G+38F+Rest & HC+1Mech+Roof).

Project Value: $60 Millions (MEP Services)

Client: Eisa Bin Nassir Bin Abdul Latif Al Serkal

Consultant: Dimensions Engineering

**Work Profile:**

My main tasks consisted of

* **Coordination:** Coordinate between project Manager/Engineering team, Planning and Construction team to meet Project Mile stones date with zero incidents.
* **Project Plans**: to provide safe work practices and environment at the Project Sites as per Company’s Standard HSE Procedures and those of the Local Authority, as required.
* **Method statement schedule:** supervise schedule for HSE Standard based on activity.
* **Risk assessment schedule:** to develop risk control schedule based on method of statement and HSE Standard.
* **Specification review**: Suspend any work where there are serious safety concerns
* Give clearance for resumption only when the situation is rectified.
* **Value safety:** to identify areas where Value - Safety can provide more technically progress solution or alternatives.
* **Equipment / long lead items:** to supervise timely inspection of tools, equipment, scaffolding plant and machinery used on the site.
* **Third party approval plan:** to develop and supervise authorities approval program for scaffolding, tower cranes, passenger hoist and cradles etc.
* **Provide suitable HSE training** for employees and contractors, together with competence assessment programs where necessary etc.
* **To calculate the daily man- hours** at site and submit the reports to PM and HSE Manager on a monthly basic.
* **To issue the work permits and** obtained prior to the high risk activities and also all safety requirements in the work permit are complied with.
* **Prepare the Report of any “accident and near miss”** events and submit to the Project Manager and HSE Manager.
* **To order** the personal protective equipment as site requirements.
* **Ensure that hazards** are identified and that appropriate controls, procedures, emergency response capabilities are in place and to be reviewed and updated on regular basic with the assistance of third parties as necessary.
* **Carry out regular reviews** to measure HSE performance again identified international standards and ensure compliance with this policy and any amendments thereafter.
* **Design facilities, establish** practices, provide training and conduct operations in a manner that minimizes risks and hazards to employees, contractors, property and the communities which the company operates in a accordance with UAE construction code practices.
* **Strive to progressively** reduce emissions, discharges and wastes.

**Formal Education**

* INTERMEDIATE with PCM in 2000

**Awarness**

* **OSHA Safety Training in 2009 at Dubai**
* **First Aid Training**
* **(JAFZA, DUBAI MUNICIPALITY, T.COM & OSHA) BY LAW;**

GOOD KNOWLEDGE OF MECHANICAL,

ELECTRICAL & PLUMBING WORK AT

CONSTRUCTION SITE ETC.

**Computer Skills**

* MS OFFICE, MS WINDOWS & INTERNET

**Key Skills**

* Good communicator and relationship builder .Appreciate for the art of selling. Ability to think on your toes natural orating skills.
* High degree of self motivation and ambition.
* A positive, confident and determined approach.
* A good team leader and also work independently.
* Understand instructions and compete the task in the given time frame.
* Innovative and good ' IQ level' discipline and initiative responsible and self confidant.

**Personal Detetails**

Father’s name : Mohd. Iqbal

Date of Birth : 01st July 1982

Gender : Male

Marital status : Married

Nationality : Indian

Religion : Islam

Passport No : M5745315 valid till 2025

Address : Mohd. Danish S/o Mohd. Iqbal

Mohalla Majid Gunj near small

Post Office, Najibabad, U.P.

INDIA.

I hereby declare that all information furnished above is true to the best of my knowledge and belief

**Place: India Mohd. Danish**