



RUMAN ABDUL KHADER

SALES HEAD / SUPPLY CHAIN
ANALYST

My Contact

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📍 SAUDI ARABIA

🌐 <https://rumanak.netlify.app>

Achievements

- Scored 7.5/ 9 in IELTS
 - Bagged a single project worth 5.2M SAR for electrical works in the second month of joining.
 - Highest conversion rate in the company among employees consecutively for 8 months
 - Crossed the 10 million SAR revenue mark within 2 years of joining.
 - Bagged several own clients and vendors registered successfully in their database
 - **A few of the notable clients over my career I was successful in starting a business with my firm Include :**
1. **Saipem** - Italian multinational oilfield services company.
 2. **Hyundai Engineering and Construction Co. Ltd** - Korean Multinational Construction Company.
 3. **NPCC** - NPCC, a leading UAE based international EPC contractor.

About Me

I am an enthusiastic graduate of science with holistic knowledge of sales, web development, business development, and design. I am also experienced in handling and starting my own business.

Professional Experience

1. Ocean Scale Contracting Company BUSINESS DEVELOPMENT HEAD / October 2021 - Present .

Key responsibilities:

- Set up appointments with BDM or Sales Manager, if appropriate.
- Research and recommend prospects for new business opportunities
- Research and analyze sales options
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify Improvements or recommend new client.
- Collect and analyze information and prepare data and sales reports .
- Attend construction site to learn more technical and professional skills for the job .
- Build and maintain professional networks
- Meet with potential clients to determine their needs
- Manage inbound and outbound calls including some late hours, as and when required.
- Participate in proposal, estimate, and project reviews of the commercial/business matters in policy letters and related policy approval requests prior to submission to GBU and/or corporate management.

4. CARLO GAVAZZI -An international group active in designing, manufacturing, and marketing components for the building and industrial automation sectors.

5. Farabi Petrochemicals :Largest N-Paraffin producer and the second largest LAB producer globally

Skills

- Valid KSA Driver's License
- Data mining and analysis
- Business valuation
- Python , JavaScript
- Proficient in Six languages.
- Financial modeling
- Decision making
- Communication
- Budgeting
- Completed Web Development Bootcamp

Education Background

- **NITTE UNIVERSITY , INDIA.**



Bachelors in Science.
Completed with 7.9 CGPA in 2020

- **St. Aloysius College, Mangalore .**



PCMB (Physics , Chemistry ,Maths ,Biology)
Completed with 79% in 2014

2. Zenix Industrial SOLUTIONS SALES and SUPPLY CHAIN ANALYST / AUGUST 2020 - MAY 2021

Key responsibilities:

- Identify customers' needs, take details and forward to the right person for taking actions.
- Comfort the client and seize opportunities to upsell other services when they arise.
- Conduct market research to identify promoting possibilities and evaluate client needs.
- Set up meetings with potential clients and listen to their wishes and concerns.

3. DRE HOMES | Dubai Real Estate Client Sales Relationship Manager | Jan 2020 - March 2020 . INTERNSHIP

Key responsibilities:

- Showing properties to the clients.
- Generating leads and cold-called landlords and prospective clients.
- Negotiating with the clients and for the clients accordingly .
- Working with senior members of the team to close large transactions.

4. MHZ CAFE | Mangalore, India . Restaurant Manager and Marketing Head | Sept '18 - Jan '22

5. KUSUMA MEDICAL| Mangalore. Sales Coordinator| June '17 - Aug'18

6. Hotel Falnir Palace| Mangalore, India. Sales Executive and Logistic Coordinator | May '15 - March'17

COVER LETTER

Dear Hiring Manager,

I would like to introduce myself as a candidate for the Business development position. As an experienced marketer, I believe I can exceed your expectations and increase sales for your company.

My tenure at Ocean Scale Contracting Company proved to be a successful one. From day one I only gave my best. On the sales floor, I used many well-known sales strategies as well as a few of my own techniques. In my first year, I was able to increase the customer rate retention by a large percent.

What worked best for me is that if I genuinely make connection with the people I deal with, not only do I end up making more business but also end up having friends who I can use to network with more people obviously by giving some sort of value to their life in return.

Thank you for your time and consideration. Should you need any information, I'm at your disposal.

Sincerely,

Ruman Abdul Khader.