

# RAJAMOHAMED.A

+973 66392144 +91 9789692350, Driving License: BAHRAIN (Valid)  
(CPR No: 821397710)

## AREAS OF EXPERTISE

***Managing Sales Orders***

***Spotting Opportunities***

***Account Management***

***Partnership strategies***

***Product Launches***

***Field Sales***

***Regional Administration***

***Skilled negotiator***

***Territory Sales***

***Financial Performance***

***Budget Management***

***Providing quotations***

***Influencing Decision Makers***

## Profile Summary:

A hardcore Sales and Marketing professional with more than 12 years' experience in FIRE RATED / NON-FIRE RATED SHUTTERS, ANSUL'S RESTAURANT FIRE SUPPRESSION SYSTEM, IT Solution selling like VIDEO SURVEILLANCE, INTRUDER ALARM, FIRE DETECTION, ACCESS CONTROL SYSTEMS industries. I have a proven ability to interact effectively with clients and executing professional sales strategies using my in-depth knowledge of the customer and industry. Also possessing hands on experience in Strategic Planning, Business Development and Sales, Marketing, project handling, Contracts and Pre-Sales management. Working with Consultants, Architects & PMC.

## **In pursuit of career enhancing opportunities in the field of:**

- **Project Sales**
- **Estimation**
- **Sub-Contracting**
- **Procurement**

## CAREER HISTORY:

### **ALMOAYYED INTERNATIONAL GROUP CO W.L.L**



### **SALES ENGINEER (Sep.2019 – Till date)**

Almoayyed International Group is a high-value company, with more than 39 years of experience, providing expert solutions for businesses across the country, region and the world.

Their varied capabilities and areas of expertise include a wide range of interests in Information Technology, Business Automation, Integrated Engineering Solutions, Safety & Security Solutions, Doors and Equipment & Ironmongery Solutions, Electrical & Instrumentation Solutions, Industrial Packaging, F & B and Real Estate Management.

**EDUCATIONAL  
QUALIFICATIONS**

**M.B.A., with FIRST CLASS**

**B.B.A. with SECOND CLASS**

From

**ANNAMALAI UNIVERSITY**

**TECHNICAL  
QUALIFICATION**

**DIPLOMA Engg.  
with  
FIRST CLASS**

From

**MUTHIAH POLYTECHNIC**

**NEBOSH -- International  
General Certificate**

**IOSH – Managing Safely**

**COMPUTER PROFICIENCY**

**MS OFFICE,**

**ORACLE**

**SAP**

**AUTO CAD**

**Roles and Responsibilities:**

- ✓ Searching for new clients who could benefit from our products in Bahrain region.
- ✓ Work with Consultants, Architects, Contractors / Builders & Corporate.
- ✓ Visiting & fixing appointments with potential customers to prospect for new business.
- ✓ Establishing new, and maintaining existing, relationships with customers.
- ✓ Managing and interpreting customer requirements.
- ✓ Administering client accounts.
- ✓ Extract BOQ from drawing/tender specification and send to supplier for quotation.
- ✓ Providing pre-sales technical assistance by submitting compliance statement for approval.
- ✓ Prepare appropriate proposal to client requirement.
- ✓ Negotiating tender and contract terms.
- ✓ Negotiating and closing sales by agreeing terms and conditions.
- ✓ Follow up for payment and conclude the sale.
- ✓ Co-ordinating sales projects.
- ✓ Prepare order summary sheet for GP review.
- ✓ Work order booking in ORACLE after the LPO received.
- ✓ Follow up with the supplier for material delivery.
- ✓ Offering after-sales support services.
- ✓ Solving client problem.
- ✓ Meeting regular sales targets.
- ✓ Develop/Maintain relationship with clients for getting regular orders.

**ADDRESS FOR  
COMMUNICATION**

Flat: 12 Bldg. # :324 Road:705  
907 Block: RIFFA

**MOBILE:**

+ 973 66392144 (BAHRAIN)

+91 9789692350 (INDIA)

**Email:**

[raja\\_abdulrahman@yahoo.com](mailto:raja_abdulrahman@yahoo.com)

[innovativeraja1982@yahoo.com](mailto:innovativeraja1982@yahoo.com)

**PERMANENT ADDRESS:**

NO.112A, MAIN ROAD,

MEL BHUVANAGIRI – PO & TK

CUDDALORE DISTRICT

TAMILNADU.

**FERCO SHUTTERS & SEATING SYSTEMS LLC. DUBAI, UAE.**

**SALES ENGINEER**

(April 2017 – November 2018)



**Ferco** (Shutters) is an international manufacturer and distributor of a range of doors and shutters for fire and smoke, industrial and commercial use. Over 30 years, designing seats to complement an array of venues in the auditorium, cinema, education and sports sectors. Ferco grown to develop regional operations out of Dubai, Singapore and London.

**Roles and Responsibilities:**

- ✓ Work with consultants, Contractors / Builders & Corporate.
- ✓ Visiting potential customers to prospect for new business.
- ✓ Establishing new, and maintaining existing, relationships with customers.
- ✓ Administering client accounts.
- ✓ Providing pre-sales technical assistance.
- ✓ Negotiating tender and contract terms.
- ✓ Negotiating and closing sales by agreeing terms and conditions.
- ✓ Follow up for payment and conclude the sale.
- ✓ Co-ordinating sales projects.
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**ASTER TECHNOLOGIES PVT. LTD.**

**ASSISTANT MANAGER (SALES) – Chennai**

(From June2011to March2017)

**ANSUL** and **ASTER's** partnership offers a combination of world's well-known fire suppression technology and India's leading designer, installer and after sales service provider for fire suppression systems.

**Roles and Responsibilities:**

- ✓ Handled the branch of Chennai.
- ✓ Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- ✓ Work with consultants, Contractors / Builders, Corporate.
- ✓ Visiting potential customers to prospect for new business. (Star Hotels, IT companies, Commercial Kitchens.,)
- ✓ Negotiating the terms of an agreement and closing sales.
- ✓ Achieve order booking budget from the above markets.
- ✓ Recording sales and order information and sending copies to the sales office.
- ✓ Reviewing own sales performance, aiming to meet or exceed targets.

## **PERSONAL DETAILS**

**PASSPORT NO: L2873150**  
**(VALID TILL 2023)**

**DOB: 08-04-1982**

**NATIONALITY: INDIAN**

**RELIGION: MUSLIM**

**FLUENT IN ENGLISH, TAMIL,  
HINDI, MALAYALAM**

**MARITAL STATUS: MARRIED**

**DRIVING LICENSE: VALID**

**BAHRAIN & INDIA**

**IOTA AUTOMATION**  
**Business Development Executive**  
(from March 2007 to May 2011)



**IOTA** Automation provides a comprehensive range of Building Management System Integrator. They specialize in **Video surveillance, Intruder Alarm, Fire, Smoke, Gas detection system, Access control system and perimeter security.**

### **Roles and Responsibilities:**

- ✓ Visiting potential customers to prospect for new Business.
- ✓ Negotiating the terms of an agreement and closing sales.
- ✓ Negotiating variations in price, delivery and specifications with managers.
- ✓ Making accurate, rapid cost calculations, and
- ✓ Providing Customers with quotations.
- ✓ Continuous follow up with customers for booking orders,
- ✓ Payment collection till handing over.

**GOWTHAM AGENCIES** – Authorized Distributor for Farmtrac and Powertrac Tractors

**Sales Executive**  
(from Jan 2007 to Feb 2008)

### **Roles and Responsibilities:**

- ✓ Finding the potential customer.
- ✓ Follow up.
- ✓ Giving demonstration to the customer along with mechanic.
- ✓ Bank loan arrangement.
- ✓ Documentation.
- ✓ Successful sales.

**SAPTHAGIRI PACKAGING – Polymer Factory**

**Store Supervisor**  
(from Feb 2004 to Dec 2006)

### **Roles and Responsibilities:**

- ✓ Receiving raw material (HDPE, LDPE, PP, FILLER) from the Supplier by truck.
- ✓ Unloading and stacking in the Warehouse the different Grades.
- ✓ Raw material distribution to the units for production.
- ✓ Organizing and control the flow of material.
- ✓ Responsible for safety and physical control.
- ✓ Maintaining stock records by giving separate part number.

**REFERENCES** – Will be furnished upon request.