



# Mohammed Abdul Qayyum

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## SUMMARY

**I have been building relationships that generate sales opportunities for the last 19 years of which 13 years have been well spent in Kingdom of Saudi Arabia as a consumer-facing Sales Manager & Marketing Specialist. Most recently I have initiated and executed in closing a 5 year long term contract for Chemical Cleaning of Boilers at Saudi Electric Co. (SCECO) for Ghazlan and Qurrayah Power Plants as on 07.10.2019. I am an expert in sales and marketing development. I am a highly organized team-player who can fill any role as a generalist, and at the same time, dive deep to formulate innovative solutions to specific challenges. I have an MBA from [Osmania University] with Marketing as a specialization.**

## SKILLS & TOOLS

- Υ Highly Organized
- Υ Customer Oriented
- Υ Prospecting
- Υ Manage Large Accounts
- Υ Data Driven
- Υ Problem Solving
- Υ Sales Analytics
- Υ Multi-Tasking
- Υ Inbound Marketing
- Υ Hub Spot
- Υ Salesforce
- Υ AdWords
- Υ Drive
- Υ Gmail
- Υ MS Excel
- Υ MS Office
- Υ Outlook
- Υ Negotiation

## EMPLOYMENT

Ark Contracting Company, Al-Khobar, Saudi Arabia – Senior Marketing Executive  
FEBRUARY 2020 – Present

- Υ Responsible for sales related to rental of Equipment and Support Services across KSA.

Arabian Consolidated Industrial Cleaning Services Co., Jubail, Saudi Arabia – Sales  
Manager JANUARY 2018 – FEBRUARY 2020

- Υ Responsible for sales related to Industrial and Chemical Cleaning Services across KSA.
- Υ Managed Large Account such as SABIC, SCECO, S-Chem, YASREF, SASREF, SATORP Etc.,.
- Υ Worked closely with cross-functional team to develop optimum solutions for the clients.

Solyman Services Middle East Co. Ltd., Jeddah, Saudi Arabia – Marketing Specialist  
OCTOBER 2007 – JANUARY 2018

- Υ Created and launched strategies across multiple segments for attracting large customers from Industrial cities in KSA.
- Υ Responsible for sales in Food Ingredient Products from suppliers on board for Food Beverage Concentrates (FBC) and Bakery Confectionery Meat Dairy (BCMD) departments from all over the world to customers in KSA.
- Υ Facilitated communication between stakeholders to deliver deployment on-time.

Dastkar Andhra, Hyderabad, India – Exhibition Coordinator (Livelihood of Handloom Weavers)  
MAY 2006 – SEPTEMBER 2007

Country Club India, Mumbai, India – Senior Sales Executive (Club Memberships)  
FEBRUARY 2005 – APRIL 2006

**Ceasefire Industries Ltd., Hyderabad, India – Sales Executive (Fire Suppression Products)**  
JULY 2001 – JANUARY 2005

- Υ Set up Sales for State Government, Central Government, Corporate & Educational Entities with Fire Protection Solutions.

## EDUCATION

Hub Spot Academy – Certification in Inbound Marketing MAY 2017 – Present (ONLINE)

Learn With Google – Fundamentals of Digital Marketing NOVEMBER 2019 – Ongoing (ONLINE)

Trail Head Academy – Salesforce NOVEMBER 2019 – Ongoing (ONLINE)

OSMANIA UNIVERSITY – Master in Business Administration (MBA) JULY 1999 – JUNE 2001 (FULL-TIME)

OSMANIA UNIVERSITY – Bachelor of Commerce (B.com) JULY 1993 – JUNE 1996 (FULL-TIME)

**VISA: Iqama (Transferable) valid till 08.01.1443 (August'2021)**

**KSA Driving License Valid till 16.05.2029 / NATIONALITY: INDIAN / Marital Status : Married**