

Mohammad Saquib Usmani



Contact

Address

Lucknow, U.P., 226003

India.

E-mail

usmani_saquib@yahoo.com

Mob: +91 9794362357

+91 6393812225

Dear Good Soul Hiring Manager,
Greetings and good wishes!

As a revenue-focussed **Project Sales & Business Development Manager and Procurement professional** with more than 13 years of experience in new business development and solution selling, I was thrilled to see your ad for a role that suits my skills and expertise to apply accumulative for the said position.

I am sending my resume here attached for your kind review for any suitable or challenging position in your esteemed organization. Among my main attributes that can be leveraged to optimize your ventures are my outstanding flexibility and rapid adaptation to new systems.

I have some great achievements in my career relates to cost control, conflict resolution, business acquisition whereas some misfortune as well. I try to be truthful, honest and sincere and responsible to my best capacity as my core humanistic quality.

I hope I can be a part of your esteemed organization where I can serve for some long period for the sake of my career and financial stability by contributing my best effort towards your revenue generation and mutual successive goal.

Overview:

- ✓ **Total experience:** 13+ years in diversified roles and in multi segment business sectors (construction, contracting, consultancy, facility management, trading) in various roles like Sales and marketing, procurement, logistics, administration.
- ✓ **Desired Role:** Any challenging role as Business development manager, marketing, Project sales & Operation manager, Procurement Manager.
- ✓ **Last Salary:** 550 BHD (Basic) + Housing Allowance + Car + 35% Share.
- ✓ **Salary expectation:** as per industry norms (open for offer).
- ✓ **Current location:** India
- ✓ **Availability:** Immediate Joining.
- ✓ **Ready passport, Ready Gamca Medical and Ready GCC License.**

Sincerely,
Mohammad Saqib Usmani

Mohammad Saquib Usmani

Business Development / Project Sales / Procurement Manager



Lucknow, India 226021



+91 9794362357, +91 6393812225



Usmani_saquib@yahoo.com



<https://www.linkedin.com/in/musmani1/>



Career Summary

Self-driven Project sales / Business development & Procurement Manager with professional 13+ year diversified experience in GCC/India served in multiple industrial segment like Interior fit-out, construction & contracting, signage and décor, design consultancy & printing & Packaging industry. Expertise in Startups, Project sales, international & local Purchase, Imports, and Project operation & execution. Strong negotiation skills, global sourcing ability. Closed various deals and execute 5+ major projects and various small projects of value around 300k+ Bahraini Dinar. Professional expertise in online/offline sales & marketing with plan, strategy and operational execution ability.



Skills

Sales & marketing Plan & Strategy	■ ■ ■ ■ ■ Excellent
Contract negotiation and management	■ ■ ■ ■ ■ Excellent
Procurement plan and management	■ ■ ■ ■ ■ Excellent
Global Sourcing & Price management.	■ ■ ■ ■ ■ Excellent
Negotiation & deal closing ability	■ ■ ■ ■ ■ Excellent
Product & Vendor development	■ ■ ■ ■ ■ Excellent
Operation and execution management	■ ■ ■ ■ ■ Excellent
Budgeting and financial management	■ ■ ■ ■ ■ Good
Lead generation & identification	■ ■ ■ ■ ■ Excellent
Sales Presentation & Pitching	■ ■ ■ ■ ■ Very Good



Work History

- 2018-09 - 2021-09 **Business Development & Operation Manager**
Dizzart Interiors & Trading W.L.L., Al Hidd - Kingdom of Bahrain
- 2016-11 - 2018-05 **Project Sale & Commercial Manager**
Harmony Interiors / Delmonia Contracting, Diplomatic Area - Bahrain
- 2015-11 - 2016-11 **Procurement Manager**
Impact Group, Al Seef - Kingdom of Bahrain
- 2014-12 - 2015-03 **Senior Buyer**
Al Shalawi International Holding, Al-Khobar - Saudi Arabia
- 2011-04 - 2013-03 **Assistant Procurement Manager**
Salman Group, Dammam - Saudi Arabia
- 2009-03 - 2011-03 **Procurement In-charge**
Arabian Neon & Vintage Décor W.L.L. (Dadabhai Group), Al Hidd - Bahrain
- 2006-02 - 2008-03 **Logistics Coordinator / Sales Representative**
Al - Yamama Group, Dammam / Taif - Saudi Arabia
- 2001-01 - 2002-01 **Computer & EDP Operator**
Usha India Ltd., Faridabad - India



Education

- 2001-01 - 2004-05 **Bachelor in Computer Application (BCA):**
IGNOU - New Delhi
- 1997-01 - 1999-01 **SHORT TERM COMPUTER Courses**
NIIT - Faridabad



Driving License

Bahraini & Saudi Driving License of light vehicle.



Major Projects

- ✓ PayTabs
- ✓ RFH - HQ
- ✓ ABS TV Studio
- ✓ ROCHE



Additional Information

Target industry:

Construction, Interior fit-out, general contracting, trading of building materials, facility management companies, imports & distributions, startups & consultancy business.

Personal Quality/career goals/objective:

40 years old family person with Team management, leadership skills, and critical thinker and evaluation skills. Effective & pleasing outgoing personality, honesty & transparency, organized & responsible person. Adversely affected career in Covid, currently jobless & running a small food trading business for livelihood. Willing to relocate in Gulf country to work for next 10-15 years consistently in order to become financial stable and for the sake of family's bright future.

Conference & Seminars Attended:

- Furnex (2019) – Egypt
- Bahrain Interior Expo (2015/2018/2019/2020) – Bahrain
- IDF (2011) – Oman

Major Projects Completed:

- PayTabs
- RFH – HQ
- ABS TV Studio
- ROCHE



Software

Digital/Technical Skills: MS-Office, C, C++, Java, AutoCAD,



Languages

English

■ ■ ■ ■ ■
Excellent

Arabic

■ ■ ■ ■ ■
Good

Urdu

■ ■ ■ ■ ■
Excellent

Hindi

■ ■ ■ ■ ■
Excellent



Interests

Movies, Travelling, Music, Reading, Writing, Thinking & research.