

# MOHAMMED ANWAR UL QUADIR

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## SENIOR LEVEL PROFESSIONAL

**SALES & MARKETING | BUSINESS DEVELOPMENT | PROFIT CENTRE OPERATIONS**  
Industry Preference: Oil & Gas, Power, Water, Nuclear, Desalination and other Industrial Sectors  
Location Preference: GULF, MENA & (APAC) Regions and Hyderabad-Telangana (INDIA)



### PERSONAL DOSSIER

Previous Organization : Abdul Karim Holdings (EWI, ISG, NAIZAK & NEXT ENGG.) & OILTEK (UAE & KSA)  
Previous Designation : Sales & Business Development Manager; Reporting to GM & Owner  
Date of Birth : January 16, 1970  
Marital Status : Married  
Religion : Islam  
Nationality : Indian  
No. of Dependents : 4  
Notice period : None  
Passport No. : Z3235726  
Driving License : UAE, Oman and India  
Languages Known : English, Urdu, Arabic & Hindi



### PROFESSIONAL SNAPSHOT

**Seasoned professional offering 20+ years of extensive experience.** Proven track-record of generating new business through strategic negotiation while cultivating new relationships with key decision makers. Steered timely completion of projects within defined cost and quality guidelines while optimizing resource utilization. Profit-minded professional who drives aggressive revenue growth and market entry/expansion by using talent for connecting mission, product and service to untapped niches. Recognised companywide for excellence in creating effective tools to streamline processes, driving best practices and exceeding sales goals in services, sales and profit. Consistent record of delivering results in growth, revenue, operational performance and profitability. Adept in conceptualizing & implementing competitive strategies for generating sales, developing and expanding market share towards the achievement of revenue & profitability targets. An enterprising leader with proven dexterity in leading and directing personnel towards accomplishment of a common goal.



### EMPLOYMENT RECITAL

**Apr 2000 – Apr 2021: Abdul Karim Holdings (EWI, ISG, NAIZAK, NEXT ENGG.) & OILTEK (UAE & KSA)**  
**Sales & Business Development Manager**  
**Reporting to GM & Owner**

#### Key deliverables:

- Spearheaded overall business operations with primary focus on driving revenue growth, increasing profit, and managing risk
- Identified & developed potential business partners and clients in the designated cities, resulting in deeper market penetration and reach
- Spotting growth markets and appointing suitable channel partner to achieve the growth
- Planned & implemented sales programs/strategies (campaigns, events, etc.) to improve the product awareness in markets by brand building and market development efforts
- Reviewed and interpreted the competition after in-depth analysis of market information to fine-tune the marketing strategies and accelerated business volumes
- Accountable for gathering market & customer information; provided feedback on buying trends
- Evaluated performance of sales & marketing teams against the set targets, involved need based promotion planning and provided valuable feedback for improvement
- Coordinated budgets, forecasts and reports & accordingly effectuated business plans to attain maximum sales and revenue
- Calculated sales forecasts for newly launched products; defined the financial budget and targets for new sales projects
- Actively involved planning projections for investment and forecasting collections based on the products & market potentials
- Tapped areas of growth & proposed new projects to the management to capitalize on opportunities through market intelligence activities
- Established relationships with key decision-makers in target organizations for business development
- Monitored, recruited, coached, trained & motivated the manpower to achieve individual and organizational goals

#### Highlights:

- Finalized new business deals by coordinating requirements, developing and negotiating contracts; integrated contract requirements with business operations
- Enhanced the client satisfaction rate by extending qualitative service delivery and customizing solutions based on specific business requirements
- Formulated and implemented relationship strategies to maximize chances of profitably securing strategically important new business worth USD- 20 million
- Identified niche markets in these Gulf regions like UAE, Saudi Arabia, Oman, Qatar, Kuwait, Iraq & Bahrain and new/future services that provided the company with a competitive advantage and improved profitability
- Built a team of 15 members; achieved a maximum sales turnover of USD-12 million FY 2015

#### Projects Handled:

- **ENDUSER: Abu Dhabi-** ADNOC & its Subsidiaries; ADWEA & its Subsidiaries, ABU DHABI (IWPP Companies), ENEC, NAWAH Energy, EGA, Emirates Steel and other major industrial sectors
- **DUBAI & Northern Emirates:** ENOC, EMARAT, FEWA, DEWA & SEWA and other industrial Sectors

- **Gulf & MENA Region:** SAUDI ARAMCO, SABIC, Saudi Electricity Company, Kahramaa, PDO, QPD, KOC, KNPC, QAFCO, Basra Gas Company (BGC), BAPCO, ONEC, BP, Dragon Oil, ENI, Exxon Mobil, INPEX, JAPEX, KGC, KEC, PETROCHINA, PETRAMINA, PETROCHINA, PETRONAS, TPAO, SHELL, GAZPROM and many more....
- **EPC's:** NPCC, TECHNIP FMC, PETROFAC, MCDERMOTT, WORLEY PARSONS, CCC, JGC, GALFAR, SNC LAVLIN, CPECC, HHI, SAMSUNG ENGG, SK ENGG, GS ENGG, CCEL, TARGET, TR, SAIPEM, WOOD ENGG. LAMPRELL, FORTUNE ENGG, BECHTEL, DOOSAN, KBR, DESCON, FLOUR, EMARAT AL AOULA, SCHLUMBERGER, CNPC, CNOOC, EGPC and many more....
- **OEM'S:** PETRONASH, PROSERV, PGI, LIWA PUMPS, FRAMES, GPS, ENERFLEX, VERSATECH, SHIRAWI, PETROJET, etc.

#### Jul 1998-Jan 2000; Gulf Commercial Group (GCG), UAE as Product Manager; Reporting to General Manager

##### Projects Handled:

- ADNOC Group, ADWEA Group, ARAMCO, QAFCO, QPD, TOTAL ABU AL BUKOOSH, KOC, KNPC, PDO, BAPCO, EPPCO, ENOC, EMARAT, Crescent Petroleum, VELA Int'l, RAK Cement, DPC, DUGAS, DUBAL, DEWA, Western Tanks, CBI, Petrofac, MCDERMOTT
- Gulf Oil, MELUBCO, REICHOLD, MIS, Lamprell, ANSALDO, SOR, SHARLU LUBE OIL, ABB, ETA, DANWAY, AL Ghandi, Dorman Smith, BP Amoco

#### Jun 1997-Jun 1998; AL-Seeb Technical Est., Muscat- Sultanate of Oman as Marketing & Application Engineer; Reporting to Division Manager

##### Projects Handled:

- PDO, Shell, Oman Cables, National Heaters, Oman Chemicals, Oman Cement, etc.

#### Sep 1995-May 1997; ONGC, Gujarat, India as Service Engineer; Reporting to Field Supervisor



#### PRINCIPLE MANAGED

- FMC Smith Flow Meter, UK
- Honeywell- USA
- HIT Valves- Italy
- JVS Engineers- INIDA
- L&J Technologies (Shand & Jurs), USA
- BRADY, USA/Belgium
- HY-LOK Corporation, South Korea
- Grayloc Products, UK
- LESER GmbH, Germany
- SKF Condition Monitoring-Holland
- Entek IRD/Rockwell, UK
- EMCO/SPIRAX Flow systems, USA
- Flowsolve- GmbH
- AMETEK power instruments-USA
- THERMO FISHER Scientific-USA
- Gorman-RUPP-USA
- ERCON COMPOSITES-INDIA & ISG/ENDURO Composites-KSA/USA
- Various principle & products are installed in process packages along with locally built Shelters at ISG-NAIZAK



#### SCHOLASTICS

- Bachelor of Engineering (Instrumentation Technology) from Gulbarga University, Karnataka, India in 1995



#### PROFESSIONAL ENHANCEMENTS

- Attended trainings on:
  - Calibration of equipment's
  - Condition Monitoring & Vibration Analysing Equipment's
  - Flow, Level, pressure, temperature Instruments & Measurements
  - Instrumentation Cable Management System
  - Instrumentation- Tube & Pipe Fittings, Valves, Manifolds & Double Block & Bleed Valves
  - SRV's, PSV's Valves, Control & Choke Valves
  - Process Analytical Systems- Design, Engineering, Manufacturing, Integration & Built Locally
- Actively participated in seminars, conferences & exhibitions all over GCC, UK, Europe, Scandinavian Countries & South Korea



#### CORE COMPETENCIES

Strategic Planning & Control ~ Sales and Marketing ~ Business Development ~ Brand Management ~ Product Promotion ~ Profit Centre Operations Management ~ Channel Management ~ Distributor Management ~ Competitor Analysis ~ Service Delivery ~ BTL Activities ~ Cross Functional Coordination ~ Brand Management ~ Client Relations ~ Key Account Management ~ Training & Development ~ Team Management

#### IT FORTE:

- Operating Systems: Windows & Outlook 365, ERP & CRM
- Packages: MS Word, Excel, PowerPoint & Adobe MS

REFERENCES AVAILABLE ON REQUEST