



# Mohammed Abdul Qayyum

00966-563357703  
abdulqayyum235@gmail.com

## SUMMARY

**I have been building relationships that generate sales opportunities for the last 14 years in Kingdom of Saudi Arabia as a consumer-facing Sales Manager, Sr. Marketing Executive and 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

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

## EMPLOYMENT

Ark Contracting Company, Al-Khobar, Saudi Arabia – Senior Marketing Executive  
FEBRUARY 2020 – FEBRUARY 2021

- Y Responsible for sales related to rental of Equipment and Support Services across KSA.
- Y Approved Company for YASREF
- Y Approved Company for Saudi Aramco Base Oil Co. (LUBEREF)
- Y Approved Company for Thyssenkrupp Industrial Solutions Saudi Arabia
- Y Approved Company for NEOM

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

- Y Responsible for sales related to Industrial, Chemical Cleaning and Support Services across KSA.
- Y Managed Large Account such as SABIC, SCECO, S-Chem, YASREF, SASREF, SATORP Etc.,.
- Y Approved Company for Advanced Petrochemical Company (APPC)
- Y Approved Company for GS Construction Arabia Co. Ltd. and got subcontract for Petro Rabigh 2020 TURNAROUND PROJECT.
- Y Awarded Saudi Electric Company (SEC) 5 Year long term contract for Chemical Cleaning of Boilers. The revenue generated for On call basis for each visit for Ghazlan Power Project is SAR 350,000 and For Qurrayah Power Plant is SAR 450,000.
- Y Closed and Executed Saudi Chevron’s Warehouse Project for provision of Power and Cooling Solutions for One and a Half Year worth SAR 2.3 Million.
- Y Worked closely with cross-functional team to develop optimum solutions for the clients.
- Y Closed and Executed SABIC Affiliate Ar-Razi (Saudi Methanol Co.) Turnaround Project for provision of Power Solutions for April & May/2019.
- Y Closed and Executed SABIC Affiliate Ibn Sina Turnaround Project for provision of Dry Vacuum Solutions for Dec’2018.
- Y Worked on SASREF OPD2 Turnaround Project Oct’2019 for Subcontractor Supplier Pre-qualification for various activities.
- Y Closed and Executed various Dewatering and De-oiling Projects for Saudi Chevron and SATORP over the course of 2 years.

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

- Y Created and launched strategies across multiple segments for attracting large customers from Industrial cities in KSA.
- Y 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.
- Y Facilitated communication between stakeholders to deliver deployment on-time.

## 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**