**EXECUTIVE PROFILE:**

* Business Development Head / Director from a technology & sales background, with over **Twelve (12+)** years of invaluable managerial real experience of working for multinational companies and potential clients. Highly focused with a comprehensive knowledge and understanding of Enterprise Content Management.
* Currently responsible for product planning, promoting technologies and execution throughout the product lifecycle, including: gathering and prioritizing product and customer requirements, defining the product vision, and working closely with all the industries, sales, marketing and support departments to ensure revenue and customer satisfaction goals are met.
* Remarkable ability to assist customers with resolution of product questions and problems. Strong and comprehensive understanding of multi-product, solution selling.
* Determined to meet expectations and willing to perform effectively and efficiently. Winning in communicating with populace at each level and with the other departments as required to best serve customers.
* Excellent ability to efficiently and effectively convey presentations to large and medium groups.
* Highly focused and well-respected professional with a track record of producing winning results. Has extensive international experience with strong leadership and motivational skills that consistently produce a positive change.
* Involved in high-level strategy development and am responsible for maintaining strong relationships with key contacts in existing accounts, as well as developing new contacts and relationships. I also keep a close eye on market trends and identify gaps and niches that represent new business opportunities. This involves continual business prospecting and bidding.

**SKILLS**

**CRM** : End user of clarify, Siebel

**Tools** : MS Office suite 2002/2003/2007

**Operating systems** : Windows NT/XP/2000/Vista, DOS

* Understanding of the Systems Development Lifecycle (SDLC) familiar with structured system design.
* Experience in gathering, documenting & analyzing user requirements, familiar with complete spectrum of water & waste water treatment systems like MBR, SBR, RO, STP, IWWTP with different innovative technologies etc.
* Familiar with project management & risk analysis, aware of various strategic issues in IT Management.
* Experience in software testing.

**STRENGTHS**

***Major Areas of Expertise:***

* Vendor registrations (Saudi Aramco, MARAFIQ, NWC, MAADEN, RCJY, SEC, MODON, SABIC etc.)
* Proposals (Technical & Commercial)
* Management Information System.
* Conflict Management & Negotiation Skills.
* Supply Chain Management.
* Opportunity Management
* Order Management.
* Sales Management & Forecasting, order closing
* Service Management.
* Supply Chain Management.
* Customer acquisition
* Brand promotion & product innovation
* Preparing contracts Commercial awareness
* Managerial activities, Lead Generations.

**BUSINESS DEVELOPMENT AND MANAGERIAL SKILLS**

* Anticipating the changing needs of clients and customers.
* Team player who is able to work with others in pursuing common goals.
* Energetic and having the ability to make things happen.
* Having a precise, concise and effective approach to handling objections from prospective clients.
* Willing to go the extra mile and work outside normal hours when necessary.
* Producing high quality business proposals that will immediately grab a customer’s attention

**ACADEMIC QUALIFICATIONS**

* Bachelor of Engineering in Electronics & communication graduated in 2007 with an aggregate of 65 %
* Pre degree with 75%.
* Secondary school education with 87%.

**PROFESSIONAL DEVELOPMENT**

In House training for clarify end user application.

In House training in SAP BW.

**RELEVANT EXPERIENCE:**

* **WASHNAH TRADING & CONTRACTING:**

**Role: -Business Development Head : September 2012 –March 2021**

***Achievements:*** -

* Realised the Vendor approvals from all the Major potential clients
* Awarded with several contracts within a short period of time for water & waste water treatment plants, Strategic storage GLS tanks , Turnkey Projects .

**Responsibilities:** **-**

* Business development, Concept development, Vendor registrations
* Introduced Washnah to the major potential clients and working closely with them,
* Responsible for remarkable increase in the yearly turn over, ratio of projects awarding, tender participation.
* Targeting the biggest volume projects and selectively been invited from Clients
* Managing a sales team throughout the kingdom and Exploring Business opportunities, Business development activities in Saudi Arabia
* Manage and responsible for all tender business and involved also in the projects
* Make Market Survey, attending trade fairs, seminars, exhibitions etc
* Follow up with principal companies sales related issues.
* Make sales forecast, monitoring sales policies and procedures.
* Developing and maintaining market plans. BD trackers
* On site presentations, technical meetings, proposals , strong negotiating skills
* Submissions of the bid bond, proposal, partnerships, qualifications.
* Cultivating, generating, and creating relationships for large scale new accounts in Business Development Departments of all companies
* Responsible for marketing various solutions and services of the organization.
* Handling the activities of negotiating, order closing, implementing, and developing customer relationship
* Identifying potential clients in the Kingdom of Saudi Arabia and Gulf countries.
* Initial research on the companies to identify their basic requirements.
* Preliminary business development activity with the potential client.
* Responsible for all the correspondence with foreign technical partners and representing them in the tenders as strategic partnerships.
* **MOWAH COMPANY LTD**

**Role: -Business Development Specialist: May 2010 –August 2012**

***Achievements:*** -

* Identified leading companies in the target market with contact names and telephone numbers
* Fixed 4 appointments with Business Development and procurement managers with the CEO of Mowah company Ltd.
* Awarded with several contracts within a short period of time for supply of potable water to industries like Alfanar Ceramics, Al-Obeikan paper mill etc in Riyadh industrial city
* Awarded BOT contract for the construction of whole Jeddah 2nd Industrial City Water Project from MODON.

**Responsibilities:** **-**

* Business development
* Concept development
* Exploring Business opportunities, Business development activities in Saudi Arabia and EMEA.
* Manage and responsible for all tender business and involved also in the projects
* Make Market Survey.
* Follow up with principal companies sales related issues.
* Establish Customer’s database.
* Make sales forecast, monitoring sales policies and procedures.
* Developing and maintaining market plans.
* Submissions of the bid bond, proposal, partnerships, qualifications.
* Identifying potential clients in the Kingdom of Saudi Arabia and Gulf countries.
* Initial research on the companies to identify their basic requirements.
* Preliminary business development activity with the potential client.
* Representing Mowah in the present proposed tenders.
* Getting qualifications with potential clients as a registered contractors.
* Responsible for all the correspondence with foreign technical partners and representing them in the tenders as strategic partnerships.
* Preparing power point presentations for onsite demos.
* Was responsible to market the entire range of products of Mowah to Industries and organizations located in the kingdom & International market .
* Preparing power point presentation for illustrating the company infrastructure.
* Promoting Mowah as a Solution Provider to the water needs of industry
* Cultivating, generating, and creating relationships for large scale new accounts in Business Development Departments of all companies
* Responsible for marketing various solutions and services of the organization.
* Handling the activities of negotiating, order closing, implementing, and developing customer relationship.
* **INOVEA INFORMATICS**

**Role: -Business Development Executive Jan ’08 –Mar ’10**

***Achievements: -***

* Identified about 150 companies in the target market with contact names and telephone numbers.
* Fixed 6 appointments with CFOs and IT decision makers within 6 weeks of work.
* 2 appointments realized within a short period of time.
* Assigned with the Key Account Management for Al Zughaibi Industries

**International Experience.**

* Closed deal with Al Zughaibi Industries ltd Saudi Arabia for Inventory Management project.
* Worked closely with client in Saudi Arabia on client request for 3 months along with the Business Analysts for finalizing the scope, metrics and design for the deliverables from Inovea.

***Responsibilities:***

* Business development.
* Concept development.
* Role in the initial phases of Analysis and Design of solutions and products.
* Identifying potential clients in India and Gulf.
* Initial research on the companies to identify their IT and BPO needs .
* Sales call to the CEO/CFO/CIO to fix an appointment.
* Preliminary business development activity with the potential client.
* Preparing detailed research and analysis documents on the clients tracking their IT spending in the past and projections for the future.
* Preparing the first version of the proposal to be used by the sales manager while doing the first appointment.
* Preparing power point presentations for onsite demos.
* Was responsible to market the entire range of software products of Inovea to IT and ITe S organizations located in India & International market .
* Preparing power point presentation for illustrating the company infrastructure.
* Promoting Inovea as a Solution Provider to the software needs of IT industry.
* Cultivating, generating, and creating relationships for large scale new accounts in software sales.
* Responsible for marketing various solutions and services of the organization.
* Handling the activities of negotiating, order closing, implementing, and customer follow up.

**CORE COMPETENCIES**

* ***ORGANIZATIONAL MANAGEMENT AND OPERATIONS***
* Quickly and properly respond to changing circumstances.
* Proficiently evaluate problems, formulate comprehensive decisions to achieve Positive change, and refocus on new priorities.
* ***LEADERSHIP AND SUPERVISION***
* Manage multiple tasks simultaneously without compromising the quality of work.
* Employ sound and consistent judgment to decision-making processes.
* Supervise, direct, and guide individuals and groups toward the completion of tasks and fulfillment of goals
* ***INTERPERSONAL RELATIONS / CUSTOMER SERVICE***
* Apply knowledge of principles and processes in providing customer and personal services, assessing customer needs, meeting quality standards for services, and evaluating customer satisfaction.
* Consistently maintain high level of professionalism and integrity in dealing with clients and building long-term relationship with all levels of management.

**PERSONAL DETAILS:**

Name : **Mohammed Abdul Vaseem Afzal**

Home Address : Malaz, Riyadh.

Mobile : **0553821573**

Linguistic Skills : English, Arabic, Hindi, Urdu, Telugu, Kannada

Nationality : Indian

Religion : Islam

Iqama : Valid & Transferable

Driving License : Valid

Marital Status : Married