

## CIRRICULUM VITAE

**Eng. Syed Hujjatullah Hussein**

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**Iqama Status: Valid**

**Driving License: Valid**

**Saudi Council of Engineers: #49345**

### **OBJECTIVE:**

Seeking a challenging career, this would provide me an opportunity to grow professionally to next level and with strong and demanding analytical skills, application of Engineering Principles, implementation of latest innovations and experiences. Mostly interested to seek challenges in supervisory position, to manage and deliver results.

### **EDUCATION SUMMARY:**

- a.) **Master of Business Administration from Marketing Management** from Indian School of Business Management; Year 2012
- b.) **Bachelor of Engineering** from “Deccan College of Engineering and technology” affiliated to Osmania University Hyderabad.
- c.) Board of Intermediate education from “INTERNATIONAL INDIAN SCHOOL, RIYADH” with CBSE syllabus.
- d.) Secondary Education from “INTERNATIONAL INDIAN SCHOOL, RIYADH” with CBSE syllabus.

### **WORK EXPERIENCE:**

I have a very vast and versatile working experience of **9+ years** in both technical and commercial aspects of the industry. In my tenure as a professional, I was fortunate of being able to serve one of the best companies in their businesses. I have acquired an expertise and accuracy of being able to work in tough competitions, using the available resources and presenting best of my abilities to surpass targets in given fields.

Enlisted here below is my experience during my tenure till now:

#### **1) Present Company- Saudi Modern Company for Cables and Metal Industry Limited (Sr. Projects Sales Engineer)**

**Tenure: (May 2012- Currently working)**

##### **a.) Achievements:**

1. Tenure of Projects from 2012- Present my total recorded sales value is **SR 150million** till April 2017
2. Individual handled 250+ regional and foreign customers for sales and supply of Riyadh Cables products all over region with documented records.

3. Generating new areas and satisfying customers for complete project supply which included High Voltage, Low voltage, Medium Voltage, Fiber Optics, Control cables, telephone cables etc.
4. Targeted and penetrated a competitive market based on specialized technical and commercial support for customers round the clock.
5. Demonstrated an unwavering commitment to customer service and skills to optimize dominant areas of competitions.
6. From tendering to delivery of materials, complete responsibility of each account was being handled and closed impeccably.

**b). Basic Functions:**

1. Presentation and attended technical kick-off meeting with end users like SEC, Saudi Aramco, Royal Commission, MARAFIQ etc
2. Replacing job responsibility as Projects Manager during business trip around the Kingdom for commercial and technical negotiation.
3. Generating enquiries, costing, bid evaluation, commercial negotiations, technical review meeting, presentation, timely production follow, payments follow up and delivery supervision.
4. Improved Sales practices including review of customer to vendor relations, developed standards for customer relationship from supporting them post bidding till final delivery to sites.
5. More than 100+ new vendors registered in our company portal with successful completion of orders.
6. Successfully expanded customer base to new vendors and repetitive orders from end users.

**2) Zamil Steel Industries : Sales & Marketing Engineer**

Tenure: (October 2009- March 2012)

**a.) Achievements:**

1. Surpassing the provided target tonnage (30,000MT). Was responsible for achieving a staggering tonnage of **65,000MT** in the FY-2010.
2. With prestigious project awards from UK, Australia and Ethiopia, my USP was in negotiations, technical submission and competitive presentation of our techno-commercial bid.
3. The areas handled by me are US, Canada, Mexico, Uruguay, Japan, Indonesia, New Zealand, UAE, Africa (whole), Russia, MENA, South America, Asia and India.
4. The areas I have been able to bag projects of considerable tonnages from: New Zealand, UK, AUSTRALIA, UAE, KUWAIT, MEXICO, ETHIOPIA and ITALY.

**b). Basic Functions:**

1. From preparation of bid of steel structures to final delivery of orders, successfully negotiating final invoices with bank.
2. To prepare sales forecasts, objectives, program schedules and quotes as required for various Sales strategies.
3. Presentation of brand with various end user and heading technical kick-off meeting with different department for release of materials.
4. Drafting Cooperation Agreements, Purchase Orders, Enquiries, Memorandum of Understanding etc.
5. Witnessing the testing and keeping a record of quality assurance and the client's submittals.

**3) TECNIMONTARABIA: Projects ENGINEER**  
**OIL AND GAS INDUSTRY**

Client: Saudi Aramco

Project: Al Waha PDH/PP Plant in Jubail 1

Tenure :( January 2008-December 2008)

1. Approved from Saudi Aramco as QC Supervisor for this project (Quality Test was in Rastanura offices).
2. Monitor all the Civil and mechanical related works in ensuring the **Aramco PMT** and Al Waha Management of standardized implementation of work and execution of work accordingly.
3. Weekly meetings with sub contractors like Al Khodari, Zamil Steel, Space Top, etc for ensuring and recording daily activities of site.
4. To maintain a log book of all irregularities and general conflicts & deviation of sub contractor that had been working under my supervision.
5. I was to attend weekly meetings of **Aramco, PMT and Al Waha PP/PDH Plant**.

**COMPUTER EXPOSURE:**

ERP, PLS CADD, MICROSOFT Office, BAAN

**SOFT SKILLS:**

Best output when *working unsupervised*.

Generating enthusiasm in self and **managing** workers.

**GENERAL INFORMATION:**

Date of Birth: 03 September 1984

Education: Electronic and Communication Engineer

Graduation: Osmania University, February 2008

Iqama Status: Valid Iqama/ **Riyadh Cables Sponsor**

Driving license: Saudi License

**Declaration:**

I declare that the information and facts stated above are true and correct to the best of my knowledge and belief.

Thanks & Best Regards,  
Syed Hujjathullah Hussaini