



Mohammad Nabeel Jahangair

Sales Director Middle East at Martech Services

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PERSONAL SUMMARY

To work in a professional and progressive organization with opportunities for personal development and growth based on professional skill and achievements and to offer my services with a spirit of commitment, skill and innovation.

I have more than 15 years of selling products in Fire Fighting eqmts. As i have very good relations with all manufactures like (TYCO, CLA VAL, MUELLER, AGF, GIACOMINI, POTTER, WEFLO, GERAND FLOW METERS, NIBCO & much more.....

PERSONAL INFORMATION

Birth date: 12 August 1971

Nationality: Pakistan

Residence Country: Saudi Arabia – Khobar

PREFERRED JOB

Preferred Job: Country Sales Manager – Fire Protection Div.

Field: Management

WORK EXPERIENCE

Total Years of Experience: 24 years, 8 months

Sales Director Middle East at Martech

May 2018 – December 2019

Services

Saudi Arabia – Khobar

Regional Sales Manager at REDA

August 2012 – June 2018

HAZARD CONTROL

Saudi Arabia – Khobar

Working as RSM in Reda – in Distribution Division – handling sales in all over KSA & QATAR.

Having a great experience to sales all kind of Fire Protection products & having very good relation with all international manufacturers & distribution houses.

we deal with MUELLER – TYCO – VIKING – CLA VAL – RELIABLE – AGF – UNITED BRASS – HD – WEFLO – NIBCO – HD – GIACOMINI & ALL KIND OF PRODUCTS in fire protection.

Country Sales & Purchase Manager at PAN GULF INDUSTRIAL SYSTEMS. Fire Protection Div.

June 2006 – July 2012

Saudi Arabia – Khobar

I have 7 years experience of selling products in Fire Fighting eqmts. As i have very good relations with all manufactures like (TYCO, MUELLER, AGF, GIACOMINI, POTTER, EVERMETAL, GERAND FLOW METERS, & much much more.....

I am working last 7 years in this company as Sales/Purchase/Admin Manager. In past 7 years I increase the sale, (from 4m to 28m) handling purchase dept (deal/introduce new suppliers, & Handling administration for all my sales team & working with my sales team to increase the sale & win the sales leads) I am working as my own working as until you didnot put your efforts you can not get the results. & success comes to those who are too busy to looking for it.

I work almost all contractors/suppliers in the kindom & having good relationship with them. I know them as a buyer & saller.

I am handling all my staff including my sales staff, office staff, & warehouse staff. I am handling there admin needs.

I have very good relationship with all my international suppliers, & very good experance for purchasing.

BRANCH INCHARGE at INARA CO. LTD.

April 2000 – June 2006

Saudi Arabia – Dammam

I work as a Branch Incharges in Inara Co.Ltd in Dammam. My job responsibility was to handling as below:

- Admin Jobs
- Sales Cordination
- Bank Responsibilities
- Aramco & Sceco Meetings
- Purchasing for branch
- Followup for sales orders
- Followup for the IPO & LPOs
- Making Submittals
- Followup the deliveries
- Followup the payments from clients
- & much more.

**Graphic Designer at GCC Printing Press –
Dubai – UAE**

March 1995 – September 1996

United Arab Emirates – Dubai

I work as a Graphic Designer in GCC Printing Press in Dubai. I make a record there – I finished within 7 days one magazine design & print in two days.

**Marketing Manager at Abu Ajmal Printing
Press – Kuwait.**

February 1992 – November 1994

Kuwait – Hawali

I worked in AAPP in Kuwait as a Marketing Manager, My job responsibilities was to Interoduc AAPP in the market & inform clients for the new ideas of AAPP.

**Sales Manager at PAKISTAN
TRANSFORMER COMPANY LIMITED –
PTCL**

October 1990 – March 1991

Pakistan – Lahore

I was working as a Sales Manager for PTCL, My job responsibilities was to wrok with Govt dept (wapda) for salling the transofers & giving the services.

EDUCATION

**Bachelor's degree / Graduate at Diyal
Sing College**

Pakistan - Lahore
April 1991

SKILLS

Leadership / Level: Expert
Sales Management / Level: Expert
COMMUNICATION / Level: Expert
Management, Sales, Purchase in Fire Protection / Level: Expert
SALES / Level: Expert

LANGUAGES

English / Level: Expert
Arabic / Level: Intermediate
Urdu / Level: Expert

CERTIFICATION

CERTIFICATE OF ACHIEVMENT

Issued in: January 2009
Expiry date: November 2010

REFERENCES

TARIQ JAVED

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