

Mohammed Ameenuddin Hannan

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Objective:

A competitive dynamic and young business graduate, educated from highly reputed business school looking forward to an opportunity where skills and education can be best utilized and rewarded aptly.

Skills:

- Effective communicator & strong negotiator
- Excellent academic excellence
- Possess efficient soft skills
- Organizing mega events
- Result oriented – Improving sales within the company and providing customer satisfaction
- Ability to lead and motivate a team
- Ability to work under pressure
- Strong initiator and excellent marketing skills
- Conducting market survey and research
- Analyzing the market and preparing feasibility studies
- Maintaining healthy relationships with clients and skate holder's in business fraternity
- Keen on trends and patterns of the market
- Tech savvy, quick learner, adaptable, hardworking and disciplined
- Good oratory skills

Education Details:

❖ PGDM (Marketing & Operations)

Post graduate Diploma in Management in Marketing Management and Operations Management, Operations Management consisted of Supply Chain Management, Procurement, Logistics and Warehousing. From ICBM – The school of business excellence - Hyderabad, India.

- ICBM is accredited to : AICTE (All India Council for Technical Education – India)
 - ACBSP (Accreditation Council for Business Schools and Programs – USA)
 - AMDISA (Association of Management Development Institution in South Asia – SAARC)
(www.icbm.ac.in/awards-recognition/)

❖ BBM (Marketing) Bachelor in Business Management from Vaagdevi Degree and pg college – Warangal, India

Experience Details:

FROM January 2018

*Marketing and Sales Strategies Specialist at Gulf Haulage Holdings prestigious entity
Gulf Haulage Rig Move and Oil & Gas Co*

www.ghhl.net // www.gh-rigmove.com

- *Making Bids and Projects plans.*
- *Making Strategies for Business Development and Marketing.*
- *Project management and Project planning.*
- *Procurement and Logistics handling*
- *Setting goals and developing plans for business and revenue growth.*
- *Handling clients and their project Needs.*
- *Developing Tailormade quotes and proposals for prospective clients.*
- *Pursuing leads and moving them through the sales cycle.*
- *Handling turnkey projects.*
- *Handling emergency projects with in limited timeframe from scratch to execution*
- *Handling various teams of different departments*
- *Researching, planning, and implementing new target market initiatives.*
- *Handling negotiations throughout the project and bidding pipeline.*
- *Key responsible for market penetration, Services development, market expansion and diversification*
- *Strategically analyzing staff from pre-recruitment to team building*
- *Official Rig move consultant.*
- *Official Rig Move Strategist.*
- *Relations management with all Drilling clients Globally.*
- *Responsible for Rig Move Operations in KSA.*
- *Responsible for Bid's & Contracts for Rig Moves and Well Services.*
- *Managing Core Operations of Rig Moves and Well Services.*
- *Plan and execute the complete Rig Move Safely, Timely, and Par Professionally.*
- *Assist the drilling clients of various Strem's like oil drilling, gas drilling, workover drilling with suitable strategies to support Rig operations and Rig move plans.*
- *Proven track record of Major operations executions*
- *Proven track record of profitable Strategic planning's*
- *Proven track record of tackling multilingual, multi ethnic, multi country teams.*

FROM JUNE 2016 TO December 2017

Sales Consultant at Shorewaves Trading EST, which is Authorized Agent for 'Benning-France' for Saudi Arabia.

www.Shore-waves.com

- *Responsible for project sales in eastern province.*
- *Making Strategies for Business Development.*
- *Automation & Integration of RTU's and PLC's panels*
- *Team Management*
- *Planning and scheduling of Projects*
- *Vendor Qualification for EPC's and End user's across GCC.*
- *Participating in preparing Bid.*
- *Communicating with vendors for required spare parts to complete the projects.*
- *Invoicing and follow up for payments.*
- *Performing site visits and surveys.*
- *Communicating with clients and contractors*
- *Assisting in preparing project documentation to technical team.*

MARCH 2015 TO MARCH 2016

Business Development Manager at Hotcrete petrochemicals ltd ,Hyderabad, India.

(www.hotcrete.in)

- *Responsible for total sales in 3 north Indian states in India assigned to me.*
- *Manage sales team who are directly reporting to me*
- *Spearheaded expansion and development initiatives*
- *Develop customer base in assigned territory*
- *Managed a portfolio of government's associated and approved accounts*
- *Led sales forecasting, market trend evaluation, and segment strategies*
- *Led cross-functional teams to create impactful messaging, demand-generation programs and sales tools*
- *Evaluated current service needs and product satisfaction levels with established customers*
- *Strong follow up with clients and Providing sales support to the them both presales and after sales*
- *Developed new business opportunities by effectively communicating product line to leading international corporations*
- *Researched clients business issues and goals to offer appropriate solutions*
- *Launched new sales training programs to drive continuous profitability improvements*
- *Provide feasible supply chain solutions to clients and provide them with required resources*
- *Understand customer requirements and provide them with cost effective solutions in turn increasing sales*
- *Achieved 'young manager' award and got appreciated for attaining highest recovery and highest sales in my tenure*
- *Market share increased from 29% to 36% in allocated territory*
- *Have retained the same team members throughout the Tenure*

NOVEMBER 2014 TO MARCH 2015

Business Executive at Kamneni Group of Hospitals - Hyderabad, India

- *Responsible for total sales in 3 north Indian states in India assigned to me.*
- *Completed internship in Kamneni group as business executive*
- *Have completed a comprehensive study on Hospitality management*
- *Was responsible for Branding of hospitality industry for hospitals and business development to improve the sales and services*
- *Prepare a complete project report with detail analysis on the hospital services and suggestions to drive in sale for the hospital and its services*

Accomplishments:

- Participated in Ad-Mad show at ICBM-School of Business Excellence, Hyderabad in 2013
- Participated in “Entrepreneurship Development Program” at ICBM-School Of Business Excellence, Hyderabad in 2013
- Participated in “Personality Development & Effective Communication Skills” workshop conducted by ICBM-School of Business Excellence, Hyderabad in 2013
- Participated in corporate connect Event on 3 mistakes of professional life and myths vs reality program at ICBM-School Of Business Excellence, Hyderabad in 2014
- Attended “Budding Manager Program” at ICBM-School Of Business Excellence, Hyderabad in 2013.
- Attended Workshop on “Game Changer” organized by ICBM-School of Business Excellence, Hyderabad in 2013
- Attended a certified program on ‘market analysis and market leadership through sales’ conducted by Mr. Vikramaditya duggal a well renowned corporate and a consultant
- Attended session of Mr. Murli Krishnan, a senior entrepreneur regarding entrepreneurial developments
- Completed training in Logistics management for Heavy haulages and Heavy lifts
- Recognized as a best team leader, best team coordinator and best idea in the show in Ad-Mad Show Organized by Tata consulting services (TCS)& Indian Market and research Bureau(IMRB)
- Recognized for best idea in future business project exhibit conducted by ICBM-school of business excellence, Hyderabad
- Recognized for making a project on budding entrepreneur, conducted by ICBM-school of business excellence, Hyderabad
- Won best speaker awards in toast masters Jubail.

Additional Information:

- D.O.B : 18TH November,1992
- Driving License : Yes (India & Saudi Arabia)
- Languages known: English, Hindi, Urdu, Telugu. (Expert level), Arabic (beginner level)
- Interests: Playing Billiards, Swimming, Riding bikes, Horse Riding, Bowling