



Shaikh Abdul Imran

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CAREER OBJECTIVE

To contribute effectively while enhancing potential and achieving excellence in the field with quality work and persistence effort, ability to work under pressure to meet deadlines.

KEY COMPETENCES & SKILLS

- ◆ Capable of building deep and lasting relationships with customers.
- ◆ Able to build and energize talent through coaching and developing others.
- ◆ Knowledge of how to manage customers with the greatest of care.
- ◆ Identifying & manage resources required to maximize volume opportunities.
- ◆ Ability to lead large, complex cross-functional sales initiatives.
- ◆ Exposure to and comfortable with the process of forecasting.
- ◆ Strong consulting skills including negotiation, persuasion, coaching, teaching, influencing, and listening.
- ◆ Deep understanding of a customer's environments, workflows, and business processes.
- ◆ Build business in new markets and areas.
- ◆ Highly organized, and able to prioritize and multitask.
- ◆ Ability to close business within short sales cycle.
- ◆ quality and continuous improvement.
- ◆ Meticulous attention towards detail of customer requirement.
- ◆ Can independently manage complex technical sales initiatives
- ◆ Having a productive and proactive work style.
- ◆ Clean and professional in appearance.
- ◆ Computer literate and able to proficiently navigate all MS Office applications

Professional Experience 18 years

Current Job Title: - Sales Manager

Company: - Saudi Gulf Hydraulic Company Ltd

Job Profile: - To generate opportunities for product sales for SPX Bolting System & SPX Power team product line.

- ◆ Maximize contact with key accounts, key contacts and other critical people at various client organizations and focus efforts to obtain new work and generation of new enquiries for the business.
- ◆ Manage the Sales & Business Development process / pipeline for business to ensure the division achieves sales targets.
- ◆ Ensure prequalification of the organization with existing and potential customers, to enable company to be in a position to bid for projects within company sphere of capabilities.
- ◆ Follow up undergoing and upcoming projects with the contractors and develop opportunities for the projects and follow up there after to secure orders.

- ◆ To ensure that the enquiries are screened and to determine a sales strategy, risk identification, profit potential and analysis, and to ensure communication of customer needs and expectations
- ◆ Ensure liaison with other departments as appropriate in relation to proposals, projects, legal, financing, tax, or other issues.
- ◆ Foster and develop positive customer relationships which result in increased business. Understand customer needs and assist in the development of project solutions that satisfy those requirements and provide opportunities to company
- ◆ Gather and analyze market intelligence for new projects and opportunities.
- ◆ Develop & maintain the relationship by continuously visiting clients to market and specify the products, services & training, and actively seek new business opportunities.
- ◆ Conducting presentations and demonstrations as required and actively promote new products & services,
- ◆ Seek out competitor information and maintain knowledge of new developments in the market.
- ◆ Anticipate and exceed their needs technically & commercially;
- ◆ Preparing reports

Clients: -ARAMCO, SABIC, SWCC SEC, L & T, SAIPEM, Baker Hughes, Yanbu cement , Arabian cement, Eastern Cement ,EXPERTISE , ACIC , ARCC, MATTEX ,GEMS ,ZAMIL – Industrial and general maintenance contractor and traders.

Previous Experience

Job Title: - Sales Manager (KSA) {2019 – 2020}

Company: -Unique group -On-Site Engineering Division.

Job Profile: - To develop the region by generating opportunities for services, rental & product sales of Hot tapping, line stopping, leak sealing, pipe freezing & In situ machining product and services.

- ◆ Maximize contact with key accounts, key contacts and other critical people at various client organizations and focus efforts to obtain new work and generation of new enquiries for the business.
- ◆ Manage the Sales, Business Development & Marketing for business to ensure the region achieves sales targets.
- ◆ Ensure prequalification of the organization with existing and potential customers, to enable company to be in a position to bid for projects within company sphere of capabilities.
- ◆ Follow up undergoing and upcoming projects with EPC contractors and develop opportunities for the projects and follow up there after to secure orders.
- ◆ To ensure that the enquiries are screened and to determine a sales strategy, risk identification, profit potential and analysis, and to ensure communication of customer needs and expectations
- ◆ Ensure liaison with other departments as appropriate in relation to proposals, projects, legal, financing, tax, or other issues.
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- ◆ Anticipate and exceed their needs technically & commercially;
- ◆ Preparing reports

Previous Experience

Job Title: - Sales Engineer (Western Region, KSA) {2013 – 2019}

Company: - Hydratight.

Job Profile: - To develop the region by generating opportunities for product sales, training & services of hydraulic bolting, In situ machining, hot tapping & Joint integrity.

- ◆ Maximize contact with key accounts, key contacts and other critical people at various client organizations and focus efforts to obtain new work and generation of new enquiries for the business.
- ◆ Manage the Sales & Business Development process / pipeline for business to ensure the region achieves sales targets.
- ◆ Ensure prequalification of the organization with existing and potential customers, to enable company to be in a position to bid for projects within company sphere of capabilities.
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- ◆ Anticipate and exceed their needs technically & commercially;
- ◆ Preparing reports

Clients :- ARAMCO Yanbu refinery ,ARAMCO Jeddah Refinery ,Petro Rabigh ,, LUBEREF,YASREF,SABIC YANSAB,SAMREF ,NATPET ,SABIC YANPET, IBN RUSHD ,SWCC RISAL ,Olayan Descon , AYTb, Al Dossary ,ANABEEB, Al Barak ,NSH ,Al Muzain Tecnicas Renuidas, Daelim, SK Engineering ,Sinopec, GS Construction ,SAIPEM ,JGC international ,Samsung , Daewoo, Hyundai, , DAEAH, Hitachi ,Doosan ,Dodsai ,L& T ,Bonatti & CBI .

Previous Experience

Current Job Title: - Sales & Marketing Engineer (Western region, KSA)
(From 2010 – 2013)

Company: - KSB Pumps Arabia Ltd.

Job Profile: - Develop & maintain the relationships with allocated partners and potential customers.

- ◆ Follow up undergoing and upcoming projects with contractors and ensure that allocated partners bid to these projects and follow up there after to secure orders.
- ◆ Develop & maintain the relationship by continuously visiting consultants to market and specify products and systems, and actively seek new business opportunities.\
- ◆ To guide and train engineer of allocated partners .
- ◆ Providing commercial and marketing support for partners by conducting presentations and demonstrations as required and actively promoting new products and systems,

- ◆ Seek out competitor information and maintain knowledge of new developments in the market.
- ◆ Coordinating sales projects;
- ◆ Anticipate and exceed their needs technically & commercially;
- ◆ Preparing reports
- ◆ Solving client problems by working closely with the other members of the team.

Products: - KSB manufactured Waste water, HVAC & building services pumps & systems

Clients: - National water company (NWC), SWCC, MARAFIQ, Site energy, Bin Laden & Saudi oger , Archirodon , Al electro mechanical contractor & project consultants for the government & building service projects

Previous Experience

Current Job Title: - Sales Engineer (Eastern region KSA)
(From 2006- 2009)

Company: - Al- Rashed Fasteners & Engineering services.

- Job Profile:** - Listening to customers and using astute questioning to understand, Anticipate and exceed their needs technically & commercially;
- ◆ Persuading customers that our product will best satisfy their needs in terms of quality, price and delivery;
 - ◆ Negotiating terms to meet both customer and company needs;
 - ◆ Closing the sale by agreeing terms and conditions;
 - ◆ Administering customer accounts;
 - ◆ Analyzing costs and sales;
 - ◆ Preparing reports
 - ◆ Coordinating sales projects;
 - ◆ Building and maintaining a close relationship with customers;
 - ◆ Solving client problems by working closely with the other members of the team

Clients: - Saudi ARAMCO , Zamil Pre-Engineering building and Zamil tower and galvanizing

Previous Experience

Job Title : Sales Engineer (Maharashtra, India) {From 2003 – 2006}

Company : Birla Perucchini Ltd.

- Job Profile:** Building and maintaining a close relationship with customers;
- ◆ Performing technical presentations to groups and demonstrating how our product will meet customer needs;
 - ◆ Negotiating terms to meet both customer and company
 - ◆ Closing the sale by agreeing terms and conditions;
 - ◆ Administering customer accounts;
 - ◆ Analyzing costs and sales;
 - ◆ Preparing reports
 - ◆ Solving client problems by working closely with the other members of the team.

Customers handled: - TATA Holeset Ltd, Sundaram Fasteners Ltd ,Autotec ,TAFa , RANA TRW, DANA Spicer, Kalyani breaks Ltd ,Gajra gears

Academic Record: -

Sr. No	Examination	Institution	University/ Board	Month/Year	Percentage
1.	B.E.(Mechanical)	P.E.S. College Of Engg. Aurangabad.	Dr.B.A.M.U. Of Aurangabad.	2002-2003	60.077% (First Div.)
◆ CPF (Certified professional Forecaster) from IBF (Institute of Business Forecasting & Planning, USA).					

Personal Information

Father's Name: - Shaikh Mannan.
Date of Birth: - 21 Jan, 1981.
Passport .no: - W1579290
Marital Status: - Married

Extra Circular Activities

- ◆ Participated in football team being captain of the team
- ◆ & won the first prize for the department in Engineering College.
- ◆ Participated in inter college Group Discussion competition & won the second prize.
- ◆ Participated in inter college drama competition for traditional day & won second Prize.
- ◆ Participated in Karate competition in school at district level & won silver medal.

Hobbies & Interests: -

- ◆ Traveling & Reading.
- ◆ Playing cricket football
- ◆ Watching T.V & listening Music

Date: -

Shaikh Abdul Imran.
