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Mohammed Muqtar

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Nationality : Indian

Birthday : 28-08-1992

Marital Status : Married

Religion : Islam

Languages : Arabic, English, Hindi

Telugu & Urdu

Driving Licenses : Saudi, Oman & India Vaccination : Fully Vaccinated

Work Experience : 7 years (5 Gulf+2 India)

# Passport Details

**Objective**

Experienced Senior Sales Engineer with a demonstrated history of 7+ years working in the Building Materials, Sanitary ware, Plumbing, ceramics and concrete industry. Skilled in Sales and Marketing, Negotiation, Quality Management, Continuous Improvement, ISO Standards, and Ceramic Processing. Strong professional with a Bachelor's degree focused in Business Development from AN University.

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| --- | --- |
| **Education** |  |
| **Bachelor of Technology (EC)**  MSSIT COLLEGE OF ENGINEERING | 03/2008 - 03/2012 |
| 63% |  |
| **Intermediate Board of Education**  Hindu College | 07/2006 - 03/2008 |
| 62.8% |  |
| **Matriculation**  Universal Public School | 03/2005 - 03/2006 |
| 74% |  |
| **Work Experience** |  |
| **WorkTechno Solutions**  Business Development Analyst | 02/2020 - Present |

* Prepare narratives related to information contained within the sections of the various reports and respond in a timely manner to queries.
* Quickly understand Company operations and communicate those operations in a clear and concise manner, acceptable to the Board of Directors and senior management.
* Quickly form report and build business partnerships with colleagues outside the Finance Service Line.
* Write articles on major Company operations and projects, as well as community activities, often consulting with subject matter specialists which includes Digital Marketing.

Passport No : K8540276

## Technimix LLC

Senior Sales Engineer

08/2017 - 10/2019

Place of Issue : Visakhapatnam Date of Issue : 17/10/2012 Date of Expiry : 16/10/2022

* Achieve annual assigned sales targets in the territory/area assigned.
* Generate new sales/customers &Collect payments within

# Skills

## Sales and Marketing

**Business Development**

## Market Research

**Technical Expertise**

## Contracts, Tenders and Large Scale Projects

**Account Management**

## MS Oﬃce

**IT ESSENTIALS V4.2**

## Computer Knowledge

**ISO Standards**

payment period.

* Sales and marketing activities through market research and intelligence reports and keeps management informed by submitting activity and results, monthly reports etc.
* Promote divisional sales products and leading sales team. Meetings with consultants and site contractors for business development.
* Site inspection, safety measures, pours planning & scheduling work as per convenience.
* Receive inquiries/tenders and follow up to ensure deadlines are met.
* Ensure customer speciﬁcations/requirements are fulﬁlled and documented.
* Prepare Quotation Request Form, review quotations/sales orders for accuracy.
* Interact with other departments to ensure customer requirements are met.
* Attend to and follow up customer complaints to ensure customer satisfaction.
* Input customer information on the CRM system on a daily basis. Project a professional image to potential and existing customers during sales meetings/presentations.
* Ensure the delivery of sold products on time. Identify customer issues/barriers and participate in sales strategy and development.
* Collect, summarize and analyze customer input and comments. Provide market information to the management (products, prices, competitors, etc.& increase
* the sales and proﬁtability.

## Negotiations

**Supply Chain**

## Abdur Rahman Ahmed Al-Rajhi Group

Sales Engineer

03/2013 - 05/2016

## Management

* Marketing and selling company products and services and
* Enhance the products in front of water EPC contractors in the Kingdom of Saudi Arabia. Estimating the prices and preparing sales quotations, negotiating the offers technically and ﬁnancially to reach to the optimization point with the customer, ﬁnalizing purchase orders, following up the deliveries, and supervise the installation.
* Responsible for managing all indoor/outdoor sales and also site- based activities to ensure that Contracts are delivered on
* time, to the required standards within budget, whilst maximizing client satisfaction.
* Preparation and administration of subcontracts, task orders, amendments etc.
* Procuring the building materials as per customer requirement and researching for best rates for purchasing the building materials

Main Achievements:

Increasing the yearly Sales from 1.5M to 15M SAR.

Improving the pricing procedure and adding integrated system for pricing, cost calculation, and proﬁt calculation.

# Projects

## Cotton Yarn Project in Sohar Freezone

Senior Sales Engineer

03/2018 - 10/2019

Played a key role in achieving Ready Mix Concrete supply for the Cotton Yarn Project in Sohar Freezone of Shri Vallabh Pittie Group and the project ﬁgure Four Million OMR.

## Liwa Cultural Center

Senior Sales Engineer

03/2018 - 10/2019

Achieved a Liwa Cultural Centre Project from client Northline Oasis Trad. & Cont. LLC Worth One Million OMR.

## Construction of 70 Villas

Senior Sales Engineer

03/2018 - 10/2019

Achieved a Ministry project for the supply of RMC to the Construction of 70 Villas in Shinas.

# Self-Declaration

I hereby to declare that the above qualiﬁcations & experience of my ﬁtness to undertake an assignment in earnest with ﬂair to communicate effectively (verbal and written) in view of the above, may I request your good self to give a chance to prove my ability for selection and oblige for the same.

