

NAYEEM AFZAL MOHAMMED

Sales Engineer
3+ Years Success

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Location: Hawally, Kuwait

Intuitive Sales Strategist with a track record of implementing complex sales cycles and developing new sales opportunities strategies to accomplish breakthrough sales objectives while creating unique market-penetration strategies

Strong aptitude in maintaining knowledge of company's product portfolio while ensuring correct competitive positioning. Client-centric with a tactical approach in interfacing with key clients, understanding requirements and suggesting viable services

Supplied range of products including: Industrial and commercial overhead coiling doors (insulated, non- insulated, fire-rated, non-fire rated) | blast resistant doors | Bullet resistant doors and windows | Sliding Doors (fire-rated, non-fire rated) | Fixed bollards | sliding gates | swing gates | Fixed bollards | Arm barriers | Dock levelers and dock shelters | Fast action doors and panelized doors to various commercial, industrial, residential, private and government projects

SKILL SET



Sales and Marketing

Conducting sales presentations, highlighting unique features of our product, their merits and importance of after sales services.



Strategic Sales Planning

Executing sales strategies; preparing commercial proposals for products/ services and negotiating with clients regarding the prices and contractual terms.



People Management

Communicating values, strategies, & objectives; assigning accountabilities; planning, monitoring, and developing a climate for offering information.



Customer Handling

Handling Client Relationship Management; providing service consulting while understanding client's requirements, and achieving customer satisfaction



WORK EXPERIENCE

Sales Engineer

Al Kuhaimi Metal industries Ltd., Dammam, KSA | Oct '16 - Present

Highlights:

- Supplied
 - 112 overhead coiling doors to the high profile Jizan Integrated support facilities project in Jizan, Southern Saudi Arabia through contractor Al Yamama Company (Saudi based company).
 - 84 overhead coiling doors to a private warehouse project called Al Qahtani Pipe coating industries in Dammam, KSA, procured directly by project owner Al Qahtani Pipe coating industries.
 - 58 insulated overhead coiling doors to Saudi Aramco's first-ever home ownership project in Ajyal, Dammam through Sinohydro (A Chinese company) and Al Kifah company (Saudi based company with Egyptian management).
 - 28 blast resistant doors to the prestigious Abu Jifan Mazalij Satellite project in Khurais, Riyadh through contractor – Gama Al Moushegah (A Turkish company).

مجموعة الكحيمي
Al Kuhaimi Group

- 26 overhead coiling doors to the famous King Abdul Aziz International Airport in Jeddah, KSA through contractor AJ Corporation (Pakistan company).
- 50 swing gates to Saudi Aramco's first-ever home ownership project in Ajyal, Dammam through Sinohydro (A Chinese company) and 6 massive metal decorative swing gates to Saudi Aramco's Sadara project and Jizan Bulk plant project.
- 13 blast-bullet resistant doors, 8 bullet resistant windows, 125 pcs fixed bollards, 4 sliding gates and 4 arm barriers to the fast-paced Schlumberger project in 3rd industrial area, Dammam through contractor Gulf Builders (Saudi based company with Egyptian management).
- 31 overhead coiling doors of different sizes and types to commercial factory projects through contractor DTC (Egyptian company).
- our company's newly launched product and first-ever sale of 10 sliding-bi folding doors to the Saudi Aramco's first-ever home ownership project in Ajyal, Dammam through Sinohydro (A Chinese company).
- ▶ Conducted first-ever sale of the newly launched product Heavy Duty Drop Arm Barrier in Saudi Arabian market in the well-known Fadhili gas Integrated project in Jubail, KSA through contractor KCC (A South Korean company).
- ▶ Increased the branch sales target by 30% by implementing the idea of providing different alternatives to clients to match project specifications with client's budgetary constraints.
- ▶ Implemented the idea of partial shipments to follow the clients schedule and reduce over time labour cost.
- ▶ Published in company's newsletter head for successfully launching and selling new products in the market.
- ▶ Secured full grades in a technical exam on 'An overview of overhead coiling doors' held at Al Kuhaimi Metal Industries, 2016.
- ▶ After receiving Letter Of Intent or official purchase order, submitted all the client drawings (Floor Plan, elevation drawings, BOQ) to design department who prepare shop drawings. Once the shop drawings are prepared, submit to client for their review and approval.
- ▶ Informed the client about material readiness and submitted related payment invoice as per contractual terms to claim the payment.
- ▶ Once payment is received, responsible to release the material for delivery from our factory.
- ▶ If installation is our scope of work, process the documents to our installation department for their job scheduling.
- ▶ Communicated with installation department to resolve the issues faced by the client during installation stage.
- ▶ Submitted the original tax invoices to client and maintained statement of account clear, once the project is executed.
- ▶ Updated about all the project details under my care in our company database (CRM), as it is under management supervision.

EDUCATION

- **Post Graduate Diploma (Mathematics)** ▶ Osmania University, India
- **Bachelor Degree (Mechanical Engineering)** ▶ Osmania University, India; distinction
- **Intermediate** ▶ Board of Intermediate Education, India; 94%

INDUSTRIAL TRAINING

- ▶ Middle Management Training (2016) - AL KUHAIMI METAL INDUSTRIES, Dammam, KSA
- ▶ Industrial training (2016) - AL Kuhaimi Metal Industries, Dammam, KSA

PERSONAL DOSSIER

- ▶ Date of Birth: 18/01/1995
- ▶ Driving License: India, Saudi Arabia
- ▶ Nationality: Indian
- ▶ Languages: English, French, Arabic, Hindi, Urdu and Telugu
- ▶ Visa Status: Saudi Arabia Residence permit (Iqama) Holder; Canada PR under process

JOURNAL PUBLICATION:

- ▶ Published Research Article on "HEAT LOAD ESTIMATION AND DUCT DESIGN FOR 4TH FLOOR, BLOCK 1 OF M.J.C.E.T." in the reputed International Journal of Research in Science & Engineering.

DIPLOMA/CERTIFICATION:

- ▶ Certified Primavera-P6 Trainee (24 PDUs under PMI CCR Category 'A')
- ▶ Diploma in HVAC(Design, Erection, Estimation of HVAC project works and maintenance)
- ▶ IELTS(General Training) – Overall Score 8.0 with CEFR level- C1

TECHNICAL SKILLS:

- ▶ Operating Systems: Windows 98 /2000 /XP /Vista/7/8
- ▶ Packages and Tools: ERP & CRM

