

Abu Bakar Habeeb

Dubai, UAE

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EXECUTIVE SUMMARY

A Competent Professional with 18-Yrs of experience in **Sales & Marketing** Industry in UAE. Presently looking for an organization to use my skills to create a better future.

- Solid understanding of business concepts for large national and international companies in JAFZA.
- Proactive team member, with high level of initiative and interpersonal skills
- Ability to prioritize workload; work effectively under pressure and to tight deadlines.
- Good command of English Language, conversant in Arabic, Hindi and Urdu
- Sound awareness of ISO 9001:2015, ISO 9002, OHSAS 18001 (H&S) and ISO 14001 (EMS) Management Systems and auditing procedures

PROFESSIONAL EXPERIENCE

□ Sales Engineer – Redwing / Safety Division / PPE

July 2016 – Present



Al Masaood Oil & Gas www.amoilgas.com

Abu Dhabi

- ❖ Responsible to Evaluate and analyse the specification of each personal protective equipment (PPE) as per their client standard defined in the Project for various industries (ie. Oil & Gas, Petro Chemical, Manufacturing, Construction etc.) For the companies located in Mussafah and Suburbs.
- ❖ Explore new markets and maintains pipeline of opportunities for the assigned area
- ❖ Develop and maintain sales strategy for the assigned area
- ❖ Handling major government sector companies major accounts (under contracts)
- ❖ Establishing contact with local and foreign manufacturers and suppliers
- ❖ Identification of any procurement, payment or special conditions delivery
- ❖ Preparation of regular comprehensive procurement report identifying adverse trends and propose remedial actions.
- ❖ Assist in the preparation of interim valuations and recommendations for payment, identification and listing of all long lead delivery items and help clearing out the appropriate customs/logistics procedures.
- ❖ Also acts as **Buyer** on day-to-day basis.
- ❖ Responsible for promoting business to new territories.

□ Team Leader – Redwing / Safety Division / PPE

2004 – July 2016



Al Masaood Trading Supplies & Services (MTSS)

JAFZA - DUBAI

- ❖ Evaluate and analyze the specification of each personal protective equipment (PPE) that I have to introduce to the market.
- ❖ Was able to hit yearly sales target set by the Sales Manager.
- ❖ Explore new markets and maintains pipeline of opportunities for the assigned area
- ❖ Develop and maintain sales strategy for the assigned area
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❑ **Showroom Supervisor / Marketing**

1998 – 2003



Sun and Sand Sports LLC

DUBAI

- ❖ Promotion and selling of well reputed brands (Ie.NIKE, TIMBER LAND, KETTLER, WEIDER, ARENA WELSON (Rackets) etc.,)
- ❖ Establishing contact with local and foreign manufacturers and suppliers

ACADEMIC QUALIFICATION

B.COM : Bachelor of Commerce
OU. Hyderabad
India

PERSONAL DETAILS

Nationality : Indian
Date & Place of Birth : 17-07-1975 @ Doha Qatar
Status : Married
Driving License : LMV – Manual (Valid till – 2021)
Visa Status : Employment Residence Visa (Valid till – 2019)
Languages : English, Arabic, Hindi and Urdu
References : Professional references will be provided on request

TECHNICAL KNOWLEDGE

- Microsoft Office – WORD, EXCEL, POWER POINT and OUTLOOK
- Accounting Software: Focus, ERP
- Capability to handle responsibilities efficiently and independently
- Well organized & committed to effective time management.
- Working under pressure at multi-task environment.
- Able to run a busy office in my principal's absence.
- Acting as initial point of contact for all internal & external enquiries.
- Taking charge of the Administration Department & supervising a team of large members

Declaration

I hereby declare that the above mentioned information is correct and very much sincere as knowledge.

DATE :

PLACE :

SIGNATURE