

ABOUT ME

I'm a highly motivated Sales & Business Development Manager. With my qualifications and extensive management experience with good understanding of people and time management skills, ability to provide deliverables and achieve milestones in a timely manner. I have the confidence to support your business and give my best skills as well as experiences to succeed in your company's goals and targets.

LANGUAGES

ARABIC	
ENGLISH.	
HINDI	
KANNADA	
TELUGU	
MALYALAM	

REFERENCES

MR. NASIR KHAN
Toshiba Mitsubishi Electric
T: +971557406907

MR. NELSON GLADYSON
Tecumex Electrical
T: +971567381315

DRIVING LICENSE

Driving license category
United Arab Emirates.

PERSONAL DETAILS

Date of birth
28-04-1986

Nationality
Indian

Visa status
Resident Visa

Marital status
Married.

ZEESHAN SAYEED

REGIONAL SALES MANAGER

AL TAWOON AREA, SHARJAH, UAE.,
SHARJAH, 11121, United Arab Emirates.

+971558202198

Zeeshanecengg@gmail.com

WORK EXPERIENCE

AL HATHBOOR ELECTRICALS

Dubai
Sep 2019 - Present

REGIONAL SALES MANAGER.

Working as Sales & Business Development Manager for UAE region for all MEP and Oil & Gas customers. Specialized in sales of LV products such as Switch boards, Switch Gears for safe area as well as for Hazardous area requirement, good knowledge, about requirements of MEP consultants for building constructions, hands on experience on lighting calculations, have good relation with all EPC's and OEM's, MEP, consultants.

- 1) Planning and scheduling of meeting, presentations for clients and consultants.
- 2) Over view of upcoming markets, meeting targets
- 3) Development of new opportunities for business, identification of new sources for solutions.
- 4) Develop & Maintain relationship with allocated partners
- 5) Exploring potentials for business & establishment of relationship Good exposure of dealing with End user requirements.
- 6) Risk Evaluation & potential risk assessments & handling reworks Target & Growth oriented, focused sales for products.
- 7) Achieving targets & surpassing expectations for sales
- 8) Arranging technical meeting and discussions with clients and traders of different regions
- 9) Training of customer's employees for proper understanding of products and reducing clarification of RFQ
- 10) Weekly & Monthly reports for business overviews and growth scenario Projections for quarterly sales and yearly reports
- 11) Meeting consultants for approval of products and project related discussions.
- 12) Focus on upcoming projects with end users.
- 13) Meeting all the decision makers for desirable prices & decision for order process, Meeting the estimation team of consultants and contractor to know anout the status of projects and specs requirement.
- 14) Conducting visits to site on contractor for new scope of business, chasing customer for payments, invoicing & updating customer about delivery & related issues.

CORTEM GULF FZCO

Dubai
Aug 2018 - Sep 2019

Country Sales Manager

- Worked as Country Manager for Sales and Business Development for 6 Countries UAE, Oman, Saudi Arabia, Jordan, Iraq, Pakistan.
- Managing the Local partners in each country.
- Setting and achieving targets with distributors and Traders.
- Managing End Users in O & G Industry.
- Managing the P & L for each Country.
- Setting up Budgets and Plans for execution.
- Product Sales Improvement.
- Sector based product development.
- Managing Sales team for each country.

CORTEM GULF FZCO

Dubai
Jul 2017 - Aug 2018

Regional Sales Manager

CORTEM GULF FZCO

Dubai
Jul 2016 - Jul 2017

Area Sales Manager

CORTEM GULF FZCO

Dubai
Dec 2015 - Jun 2016

Sales & Business Development Manager.

Working as Country Manager for Sales & Business Development of UAE region for OEM, DCS, SI, TI, Automation part sales for all end users. Well verse with Zone classification of Hazardous areas and providing solutions according to client & site requirement. I am responsible for UAE, Saudi Arabia, Oman, Jordan, Iraq, Pakistan, region Sales and Business Development for Cortem products.

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R.STAHL, MIDDLE EAST, DUBAI, UAE.

Dubai
Mar 2015 - Dec 2015

Key Account Sales Manager

Working as Sales & Business Development Manager for UAE region for OEM, DCS,SI,TI, Automation part sales for all end users. Well verse with Zone classification of Hazardous areas and providing solutions according to client & site requirement. I am responsible for UAE region Sales and Business Development for R.Stahl products.

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- 7) Projections for quarterly sales and yearly reports

TANZO POLYMER LLC.

Dubai
Jun 2014 - May 2015

Sales & Business Development Manager

It is a Chemical Trading company with tremendous potential of sales and marketing in UAE, MENA Region. Very fast growing organization in Middle East with suppliers from all over the world, especially Europe & Asia. Major territory of Business is MENA region.

SOLAS MARINE SERVICES.

Dubai
Jul 2012 - Jun 2014

Project Engineer (Electronics & Instrumentation)

It was a marine services company dealing in fire fighting equipment trading, supply, installation, service. Having major clients like Lamprell, Drydock, MIS.
Projects Completed:
Client: Hercules International Drilling Co, Houston - Project: Hercules H266 Oil & Gas Drilling RIG. Client: Marco Drilling Co. California, USA - Project: Marco C457 Oil & Gas Drilling RIG. Client: Sea Drill Drilling Co, Norway - Project: Sea Drill West Callisto Oil & Gas Drilling RIG. Client: Noble International Drilling Co, Texas - Project: Noble George Oil & Gas Drilling RIG. Client: Saipem Perro Negro 3, Italy - Project: Saipem Drilling Company, Italy.
Client: Aban Deep Driller, Singapore - Project: Aban DD-1, Singapore.

PETROFAC ENGINEERING LLC.

Abu Dhabi
Aug 2010 - Jun 2012

Instrumentation Engineer

PETROFAC in supply from Control And Application Emirates, Abu Dhabi, UAE. Is an EPC Oil and gas Construction company dealing in construction of oil and gas plants & Refineries all over the Gulf & Europe. Worked on NGL-4th Train in Ruwais, Abu Dhabi.
Projects Completed:
Client: PETROFAC, Abu Dhabi, UAE - Project: GASCO, NGL-4th Train, Ruwais, Abu Dhabi.

IBM INDIA PVT. LTD., PUNE, IND.

India
Jan 2009 - Jul 2010

Software Engineer

Is a Software development company, Worked on C, C++ platform for the development of 2nd generation modulation systems for telecom application of mobiles on Android and smartphones. Logic development and running through the simulator for error correction, error elimination, Analysis of OP CODE

EDUCATION

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY

Hyderabad
2013

Master's Degree

Masters in Electronics Engineering.

VISHVESHWARAYA TECHNOLOGICAL UNIVERSITY

Bangalore, India
2008

Bachelor of Technology

Bachelors of Electronics Engineering.

PROLIFIC AUTOMATION INSTITUTE.

Hyderabad, India
2009

Certified Automation Engineer

Details:
Platform covered: SCADA, PLC, DCS, HMI, Drives, Panel Design
Reference Number: HYD-10/CAE/443/6289.

UDEMY

Dubai
2020

Some College (no degree)

Business Analyst.

SKILLS

PROJECT SALES

PROJECT MANAGEMENT.

ESTIMATION

MARKETING STRATEGY

PRODUCT DEVELOPMENT

BUSINESS DEVELOPMENT

KEY ACCOUNTS MANAGEMENT

SOLUTION SELLING

SALES MANAGEMENT

EXECUTION

HANDOVER

EXTRA-CURRICULAR ACTIVITIES

CORTEM GULF FZCO

Dubai
Jan 2016 - Sep 2019

Warehouse Management

Participated in the warehouse management which includes the stacking of different materials with tracability of using RFID. Tags allocation with new inventoy and assigning of location of stacking, and much more.

HOBBIES

HIKING, SWIMMING, TRAVELLING.

ACHIEVEMENTS

Dubai
Dec 2015 - Jun 2016

Cortem Gulf Fzco

Achieved half yearly target of 3 Million AED in the UAE region with GP of 25%. Sale of standard products without customization.

Dubai
Jun 2016 - Jun 2017

Cortem Gulf Fzco

Achieved the yearly target of 8 Million AED with GP of 20% for standard products and 25% for Non Standard products. Promoted as Area Sales Manager for Oman, UAE, Saudi Arabia.

Dubai
Jul 2017 - Aug 2018

Cortem Gulf Fzco

Achieved annual target of 15 Million AED with GP of 18% for standard products and 21% for Customised products. Promoted as Regional Sales Manager for complete Gulf region except Qatar.

Dubai
Aug 2018 - Sep 2019

Cortem Gulf Fzco

Achieved the annual target of 22 Million AED with GP of 18% for standard products and 24% for customised products. Worked as Country Manager for 6 countries.

Dubai
Sep 2019 - Jun 2020

Al Hathboor Electricals

Achieved 3.5 Million AED with GP of 15 to 18% on Standard products.

Dubai
Mar 2015 - Dec 2015

R. Stahl Middle East Fzco.

With Limited range of Automation products only achived 2.9 Million AED with GP of 28% on Standrad products with Annual Target of 4 Million AED.

Aug 2010 - Jun 2012

Recognised by GASCO as Certified Engineering by the apparence of certification exam conducted by GASCO for site activities of construction, management of man power, allocation of resources, NO LTI of man power.

Dubai
Apr 2017 - May 2017

Galaxy Energy Contracting LLC

Recognised and appreciated by Galaxy General contracting for timely support on delivery of customised switch gear panels Zone 1. Complete customisation, assembly, testing and FAT was done in 3 days for 16 panels. Originally these panels were procured in Aberdeen, UK, but due to technical mistake of EPC contractor the panels were rejected by GASCO, customer needed an urgent replacement due to shutdown in progress. Order value USD 78,000.