



IMRAN PASHA

Abu Dhabi , UAE

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PROFESSIONAL SUMMARY

Accomplished management professional with 7+ years of Gulf experience in Manufacturing and packaging Sector. Adept problem solver, employing creativity and innovation to overcome challenging and complex issues across employees, processes, and costs. Focused and meticulous in all financial and regulatory compliance objectives to strategically plan and execute budgets, forecasts, cost-reduction techniques, and safety initiatives. Outstanding communicator with English fluency and well-versed in employee, vendor, and partner relations.

SKILLS

- Budgeting and forecasting
- Project development and life cycle
- Supply Chain Management
- Operations management
- Design and development of Pyrotechnics products
- Solid works and Auto Cad Drafting
- Financial Management
- Purchasing and procurement
- Relationship Development
- Project management
- Cost Reduction Strategies
- Team Leadership

WORK HISTORY

OPERATIONS MANAGER

03/2019 to CURRENT

MP3 Industrial Solutions LLC, A Grade One Group of companies | Al Ain, Abu Dhabi, UAE

- Directed day-to-day operations focused on attainment of key business metrics, continuous improvement initiatives and 4 -member management team with related direct reports.
- Communicated with management to develop strategic operational goals.
- Developed policies and procedures for operational processes to ensure compliance with standards and regulations.
- Increased profit margins by effectively controlling budget and overhead and optimizing product turns.
- Built relationships with customers by understanding their needs and recommending appropriate solutions to establish long-term business growth.
- Maintained up-to-date knowledge of competitor products and pricing in market served.
- Negotiated price and service with customers and vendors to decrease expenses and increase profit.
- Managed a team of 20 members across 3 departments, resulting in approximate 1.2 million dirhams increase in annual revenue.

TECHNICAL SALES MANAGER

03/2017 to CURRENT

MP3 Industrial Solutions LLC, A Grade One Group of companies | Al Ain, Abu Dhabi, UAE

- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Increased profit margins by effectively controlling budget and overhead and optimizing product turns.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Increased profits through providing excellent customer service, following established guidelines, and auditing sales reports.
- Reviewed all customer inquiries to understand project scope while managing internal delivery mechanisms.
- Provided sales forecasts for all product sales opportunities within assigned accounts.
- Delivered technical sales presentations to prospects and presented benefits and value of products.
- Eliminated downtime and maximized revenue by providing top project quality control.
- Prepared and delivered samples and quotations to customers while providing technical expertise to convert prospects into sales.

PROCUREMENT ENGINEER

02/2014 to CURRENT

MP3 INDUSTRIAL SOLUTIONS, AL AIN, UAE | Al Ain, Abu Dhabi

- Maintains partnerships with whole supply chain to drive regular performance reviews against quality, cost and delivery.
- Created monthly and quarterly budget reports comparing projected costs with actual performance.
- Addressing issues and areas of concern to senior managers.
- Sourcing, negotiating, and purchasing materials from both local and overseas vendors.
- Evaluated supplier performance based on quality standards, delivery time, best prices and ensured all criteria were met according to organizational requirements and expectations.
- Provided Requests for Information (RFIs) to potential suppliers for quotations on desired requirements.
- Communicated with suppliers to negotiate best pricing on apparel and accessories.
- Worked with clients to resolve claim issues quickly and efficiently.
- Performed monthly reconciliation of open purchasing orders.
- Reduced corporate expenses by 5% by driving cost-effective vendor and supplier purchases.

EDUCATION

- **B.E (Bachelor of Engineering)** | Mechanical engineering 09/2011
Visveswaraiah Technological University, Belgaum, Karnataka, India
- **High School Diploma (CBSE)** | High School Diploma (CBSE) 07/2007
Sarvodaya High School, Tumkur, Karnataka, India
- **Attended Training from The Jaheziya Fire Safety**
- Currently undergoing training on **PMP course**.
- Currently preparing for the Certified **Supply Chain Professional (CSCP)** certification

ACCOMPLISHMENTS

- Achieved **ISO certification** for MP3 Groups Supply Chain Department quality process.
- Saved **AED 1.2 Million** for a single project by implementing an alternate strategic sourcing solution.
- Supervised team of **20** members
- Increased sales **20%** over period of **12** months.
- Event management for the **IDEX, ADIHEX, ISNR & DUBAI AIRSHOW EVENTS**
- Attended Training **SME/UAE supplier Development Program**.
Organized by **STRATA Manufacturing PJSC** conducted by **SGS Gulf Limited**.

ADDITIONAL INFORMATION

CONTRACTS & PROJECTS SUMMARY

- Mechanical Projects – Valued at **AED 4.5 Million**.
- Research and development Agreements – between MP3 group and Defense sector entities
- Aerospace and defense packaging contract – Valued at **AED 3 Million**.

Major Procurements highlights:

- Included a wide variety of **Pyrotechnic Hardware's** for 7 different products.
- CNC machines, Cutting tools, Raw materials, and coolants for **Manufacturing projects**.
- Packaging materials for **Defense and Military Projects**.
- Packaging Material for **commercial Projects**
- **Aerospace** maintenance items.
- Sheet Metal and Defense parts supply **to Defense Industry**.

PERSONAL DETAILS



- **Language Proficiency:** English, Arabic, Urdu, Hindi, Kannada, Tamil.
- **Nationality:** Indian
- **Date of Birth:** 24-03-1990
- **Marital status:** Married
- **Driving License:** Valid UAE driving license