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## PROFILE

Result-oriented & committed professional with 19 years of experience in sales & marketing in building materials supply industry. Excels in fast-paced environments as well as in supervising and motivating staff to increase productivity and company profitability. Works well independently and as part of a team.

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## PROFESSIONAL EXPERIENCE:

### 1. SALES MANAGER

#### **CITY ELECTRICAL TRADING AND CONT. L.L.C.**

DOHA, QATAR

SEP 2021 – DEC 2023

**CITY ELECTRICAL TRADING & CONT.** is a leading importer & supplier for Fire Fighting & Chilled Water fittings & accessories in Qatar. Following are our range of products: **(National-India, Siam- Thailand, BIS-Thailand, Al Jazeera-Oman, Shurjoint-Taiwan, BST-Italy, Sumitomo-Japan.)**

#### Key Roles:

- Sales Strategy Development
  - Customer Relationship Management
  - Sales Forecasting
  - Sales Training
  - Sales Reporting
  - Market Analysis
  - Sales Compliance
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### 2. SALES MANAGER

#### **WELL TRADING COMPANY W.L.L.**

DOHA, QATAR

JUNE 2020 – AUG 2021

**WELL TRADING CO. W.L.L.** is a leading supplier of MEP products and its consumables, Hardware & Tools, fasteners etc.

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### 3. SALES MANAGER (MECHANICAL DIVISION)

#### **CITY ELECTRICAL TRADING & CONTRACTING W.L.L.**

DOHA, QATAR

AUG 2019 – MAY 2020

**CITY ELECTRICAL TRADING & CONT.** is a leading importer & supplier for Fire Fighting & Chilled Water fittings & accessories in Qatar. Following are our range of products: **(National India, Siam Thailand, BIS Thailand, Al Jazeera Oman, Shurjoint Taiwan, BST Italy, Sumitomo Japan.)**

#### Key Roles:

- To make sales planning & sales forecast.
- Implementing sales plan.
- Following up with clients and closing orders.
- Keep Updated on stock availability.

- Placing orders to manufacturers.
- Market intelligence
- Timely collection of payments.
- Priority to achieve sales target

As company is moving ahead with a remarkable growth with our efforts as a team, we are assuring the sustainable and profitable business to register faster growth in future.

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#### 4. SALES EXECUTIVE

##### **BRIGHT WAY TRADING CO. L.L.C.**

(A Branch of Al Om Raniya Trading, Dubai)

DOHA, QATAR.

MAR 2011 – JUL 2019

**BRIGHT WAY TRADING CO.** is a leading importer and supplier for steel pipes and fittings for different uses such as Fire Fighting and Chilled Water installation purposes. Dealing in some of well-known brands in its field, company has obtained a good reputation in very short span of time in Qatar. The main products of company are .....

- 1- **"APOLLO / JINDAL"** brand ERW steel pipes from India.
- 2- **"NATIONAL"** brand ductile iron Grooved fittings from India.
- 3- **"BIS"** brand malleable iron threaded fittings from Thailand.
- 4- **"TTU"** brand carbon steel Butt Weld Schedule 40 fittings from Thailand.
- 5- **"BOTH WELL"** brand of class-3000 CS fittings from Thailand.
- 6- **"LEDE"** Fire Fighting Line Valves from China.
- 7- **"WOLFF"** brand of CS Flanges of different types, from China.

Company is also dealing in MS Flanges and Flexible Connectors and some consumable items related to MEP work.

Company has very strong client base and has been supplying to some of big projects in Qatar

##### Key Roles:

- To make new prospect clients and to follow up with existing one.
- Work with clients to understand their business goals and objectives and provide solutions that meet or exceed client expectations.
- Follow-up with each customer for material requirement.
- Cultivate client relationship to better understand their needs, acting as client advocate, while acting in best interest of the company.
- To prepare quotations for price enquiries.
- Ensuring prompt & timely delivery of material.
- Follow-up for payments.
- To make daily & monthly sales report.

As company is moving ahead with a remarkable growth with our efforts as a team, we are assuring the sustainable and profitable business to register faster growth in future.

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#### 5. SALES EXECUTIVE

##### **AL OMRANIYA TRADING CO. L.L.C.**

DUBAI, UAE.

JAN 2010 – FEB 2011.

**AL OMRANIYA TRADING CO.** is a leading importer and supplier for steel pipes and fittings for different uses such as Fire Fighting and HVAC installation purposes. Dealing in some of well-known brands in its field, company was established in the year 1992 in Dubai. Company has three branches all over UAE.

The main products of company are .....

- "JINDAL"** brand ERW steel pipes from India.
- "NATIONAL"** brand ductile iron Grooved fittings from India.
- "BIS"** brand malleable iron threaded fittings from Thailand.

AL OMRANIYA has a very strong client base in UAE and has been supplying to some of biggest companies in its field.

**Key Roles:**

- To make new prospect clients and to follow up with existing one.
- Work with clients to understand their business goals and objectives and provide solutions that meet or exceed client expectations.
- Follow-up with each customer for material requirement.
- Cultivate client relationship to better understand their needs, acting as client advocate, while acting in best interest of the company.
- To prepare quotations for price enquiries.
- Ensuring prompt & timely delivery of material.
- Follow-up for payments.

Worked for one year with AL OMRANIYA and always enjoyed working here with experienced colleagues and a well-organized and well-managed company to learn from.

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**6 • SALES EXECUTIVE**

**SOFT FIXING TRADING LLC.**

DUBAI, UAE

FEB 2006 – DEC. 2009

**SOFT FIXING TRADING LLC.** is a leading importer & supplier of building material specially in Plumbing materials. Having 35 dedicated employees and six branches in Dubai, Sharjah, & Ajman having annual sales of around 50 million Dirhams.

**Key Roles:**

- To make new customers and to follow-up with existing customers.
- Work with clients to understand their business goals and objectives and provide solutions that meet or exceed client expectations.
- Follow-up with each customer for material requirement.
- Cultivate client relationship to better understand their needs, acting as client advocate, while acting in best interest of the company.
- To prepare quotations for price enquiries.
- Ensuring prompt & timely delivery of material.
- Follow-up for payments.
- To make daily & monthly sales report.
- Listen to customer complaints and to solve it.

Worked as 'Sales Executive as well as handled sales in showroom for eight months. Always worked better than company's expectations.

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**7 • SALES EXECUTIVE**

**ZAHOOB ABDULLAH GEN. TRADING.**

DUBAI, UAE.

FEB. 2005- JAN 2006

Supplier of all type of Hardware, Tools and Building Materials to construction projects. I had been handling from making quotations to sales, delivery of material, payment collection and all co-ordination with clients.

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### **EDUCATIONAL QUALIFICATION**

- **DIPLOMA IN PRODUCTION TECHNOLOGY** (JULY 1996)  
BOARD : Board Of Technical Examinations, Maharashtra State  
INSTITUTE : S.A.S POLYTECHNIC. Bhiwandi (THANE)
  - HIGHER SECONDARY CERTIFICATE (HSC)
  - SECONDARY SCHOOL CERTIFICATE (SSC)  
BOARD : Maharashtra State Board of Secondary & Higher Secondary Education.  
(Mumbai Division)  
INSTITUTE : Anjuman Islam High School & Junior College of Science.  
Murud Janjira, Raigad, Maharashtra.
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### **PERSONAL DETAILS**

- PERMANENT ADDRESS : Near Tel. Exchange, Murud Janjira,  
Dist. Raigad, Maharashtra.  
PIN: 402401.
  - DATE OF BIRTH : 07/04/1971
  - GENDER : Male
  - NATIONALITY : INDIAN
  - RELIGION : Islam
  - MARITAL STATUS : Married
  - PASSPORT No. : W8116486
  - PLACE OF ISSUE : Qatar
  - DATE OF ISSUE : 04/01/2023
  - DATE OF EXPIRY : 03/01/2033
  - **DRIVING LICENSE** : **UAE, QATAR**
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I HEREBY DECLARE THAT ALL ABOVE INFORMATION IS TRUE TO BEST OF MY KNOWLEDGE.

**SABIR ABDUL RAUF SHAHBUNDER.**

- LAST SALARY DRAWN: QR. 8000 with car with fuel & service+ GSM  
Annual Return ticket to Mumbai and other benefits as per Qatar Labor Laws.
- SALARY EXPECTATION: Can be discussed in Interview.