



MOHAMMED IDREES SHAIKH

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OBJECTIVES

A result driven professional who has over fifteen years' work experience in hardcore various products that are considered technical and complex. Able to aggressively drive sales growth and profits by developing a friendly, well-trained sales team that are always highly visible to customers and responsive to their needs. One of my key strengths is the ability to generate business insights from diverse data sources. I am looking for a more challenging position at any level with an exciting and ambitious company.

Strengths

- Ability to learn quickly and adapt to changing environments.
- Excellent Knowledge of Qatar, UAE, Bahrain Market and Eastern province of Saudi Arabia
- Proven ability to train, develop and maintain a team.
- Ability to work under pressure and meet deadlines with ease and efficiency.
- Experienced and innovative Sales Engineer with sophisticated sales, customer service and business administration skills.
- Handling Distribution Channel Sales & Direct End User Sales & After Sales Support
- High personal integrity, and able to relate to and create trust in all.
- Highly articulate, confident, and persuasive, able to motivate and communicate to achieve exceptional business performance.
- Dependable and reliable in supporting and enabling team effort to produce genuine long-term sustainable development.
- Persistent and flexible approach to the mutually beneficial achievement of business plans and personal goals.
- Highly organized and detail oriented.
- Strong written and verbal communication skills



PROFESSIONAL EXPERIENCE

Pearl Nation Trading & Contracting.

Designation : Sales & Marketing - June 2016- till

Products Handled : Various Products, Sand Blasting Abrasive Garnet, etc.

Key Responsibilities Areas:

- Sales and service marketing activities; implementing effective strategies to maximize sales and accomplish revenue and collection targets.
- Drive sales growth for firefighting equipment, sand blasting garnet across industrial, commercial, construction and oil & gas sectors.
- Build and maintain relationships with contractors, consultants, and key clients to secure new business.
- Handling all equipment's, Generators with different brands installation and repair and maintenance.
- Monitor market trends and competitor activity to optimize pricing and product positioning.
- Coordinate with procurement, logistics, and service teams to ensure timely order delivery and customer satisfaction.

- Trouble shooting and repairing of all Generators engines, maintaining records of AMC of customer equipment's & scheduling, planning & allocating work accordingly.
- Generate enquiries directly from the local Construction / Industrial market for varies products brands etc.
- Preparation of Technical & Commercial proposals of various products as per tender specifications.
- Generate monthly reports on sales, lost sales, forecast etc. for discussion with the management, and Key account management and follow customer grading system.



AI MAYSAN HEAVY EQUIPMENT (DIVISION OF JAIDAH GROUP)

OCT 2014 – MAY 2016

Designation : Senior sales Engineer
Products Handled : SANY Heavy Equipment, SANY Crane

Job Profile

- Preparing quote for as set price agreed based on salesperson.
- Meeting Consultants & Contractors who are involved for various projects in the Qatar territory along with sales team.
- Preparation of Technical & Commercial proposals for machinery, Excavators & Mobile Crane, paving equipment, as per tender specifications.
- Responsible for inside sales functions including order management, PDI before delivery, delivery arrangement to customer promise location.
- Providing After Sales support & Training to customers of heavy machinery & Crane.
- Using program called Carriage to inter sales report, PDI report, delivery report, etc...
- Providing highly professional sales and marketing expertise and back up to sales representatives.
- Participating in various sales events as well as regional and national trade shows.
- Handling account receivable, collectible and payment follow-ups



Mohammed Abdulrahman Al-BAHAR (CATERPILLAR DEALER)

Branch: Kingdom of Bahrain

Dec 2011 – 30th Sep 2014

Designation : Senior Sales Engineer
Products Handled : Caterpillar Heavy Equipment & Lift Track

Job Profile

- Generate enquiries directly from the local Construction / Industrial market for cat machinery Skid Steer Loaders, Mini Excavators, Attachments for various application and Hydraulic Excavators & Wheel Loaders Dozer, Motor Grader, Lift Track etc...
- Looking after service support engine troubleshooting, engine overruling etc...
- Meeting Consultants & Contractors who are involved for various projects in the Gulf country.
- Preparation of Technical & Commercial proposals for machinery, Excavators & Wheel Loader as per tender specifications
- Responsible for Sales of heavy machinery & Lift Track Products in the local market.
- Responsible for inside sales functions including order management.
- Providing After Sales support & Training to customers of heavy machinery & Lift Track.
- Using program called Sales Logic to inter sales call plan open new opportunities loss sales report etc...

JOB EXPERIENCE



KANOO MACHINERY (Division of the Kanoo Group) from May 2007 to Nov 2011

- Joined as a “**Senior Sales Coordinator** (Machinery)” on the basis of my outstanding performance promoted as **Sale Engineer** – Bobcat year 2008.
- Handling all kinds of heavy equipment & construction machinery.
- Achieved profitable target in 2008 more than 18 million.
- Attending, enquires, preparing invoices, delivery notes, quotations, and Local purchase order.
- Maintain Confidentiality on all documents and communication.
- Support and encourage team spirit by sharing skills, knowledge, and experience.
- Proficient in using office equipment like scanners, fax, and photocopy machines.
- Making outbound calls to follow up customers’ concerns.
- Responsible for recognizing potential customers and transforming enquiry into sales.
- Client assistance with their specific requirements/ selecting the right product.
- Client discussion on technical specification of products.
- Develop marketing strategies and plans for key products.
- Plan and execute a sales program to achieve target.
- Gather and analyze market information regarding key trades, competitor strategies, innovation, and other business conditions.
- Classify the client according to territory for systematic coverage (Territory management system).
- Collect major project details and plan site visits.
- Analyze the competitors in the existing export markets and to provide them with a tailor-made solution for the export market.
- Key account management.
- Follow customer grading system.
- Demonstration / presentation of products offered.
- Clients’ follow-up, support, and co-ordination.
- Generate monthly reports on sales, lost sales, forecast etc.
- Meeting Consultants & Contractors who are involved for various projects in the UAE.
- Preparation of Technical & Commercial proposals for Skid Steers, Excavators & Wheel Loader as per tender specifications
- Responsible for inside sales functions including order management.

- Handles customer complaints and grievances.
- Worked with outlook express.
- Dealing with all suppliers through email
- Entering all purchase and returns invoices in network.

TRAININGS AND SEMINARS ATTENDED

- Attended Product Update & Competition Training Course by Bobcat - Kuwait.
- **BPS** - Basic Product Training Attended in **Spain – Malaga** (Caterpillar Demonstration Learning Center. December 2012
- **Machine / PSSR** Sales professional Foundational Level course completed from Caterpillar University.
- **PKA** – Product Knowledge Assessment online test completed from Caterpillar University.
- Attended **Sales Campus** Training in caterpillar Demonstration learning center **Malaga Spain** in March 2013
- **PAIS** – Product Application industry and Solutions Development Program online test completed from caterpillar university.

- Attended **Sales Campus** Training in caterpillar Demonstration learning center **Malaga Spain** in March 2014
- Introduction to the c-store
- Retail Quality management program
- Centralized payments system training
- Forecourt refresher training
- Environment, Health and safety (E.H.S)
- Sales training certificate for new Bobcat machinery product.

Academic Profile

- B. TECH MECHANICAL ENGINEERING.
- Sales professional certification from caterpillar Demonstration learning center university Malaga, Spain

ACHIVEMENTS

- Appreciation Certificates from Bobcat, Hitachi Equipment.

HOBBIES

- Playing outdoor Games like Cricket, & indoor Games like Chess, and Listening to all kinds of Music depending on the mood.

PERSONAL DETAILS

Date of Birth : 11th Sep 1975
 Place of Birth : Mumbai
 Religion : Islam
 Nationality : Indian
 Gender : Male
 Marital Status : Married
 Languages Known : English, Hindi, Marathi, and basic Arabic
 QID Validity : 24-10-2027 Ready to joint short notice
Driving License Details (UAE) (Bahrain) (Qatar) : Validity - 2029

Passport Details

Passport no. : Z5718405
 Place of issue : India
 Date of Issue : 23.02.2021
 Date of Expiry : 22.02.2031

I hereby declare that the above details are true to the best of my knowledge. I assure you that an opportunity to join & serve your organization will facilitate me to prove my abilities.

Yours Sincerely

MOHAMMED IDREES SHAIKH