

SYED ASGHAR SHAH

SALES AND BUSINESS DEVELOPMENT



CONTACT INFO

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ACADEMIC BACKGROUND

POST GRADUATE DIPLOMA IN BUSINESS MANAGEMENT

St, Martin collage | United Kingdom
2009 – 2010

B COM COMPUTER SCIENCE

Kakatiya university | India
2004 - 2007

PERSONAL PROFILE

- DOB: 05/05/1986
- Passport: C9402980

LICENSE

- QATAR
- OMAN



CAREER OBJECTIVES

Results-driven Business Development and Sales Professional with over 10 years of experience in industrial, construction, and engineering product sales across Qatar and the GCC. To leverage my expertise in client relationship management, project-based sales, tender coordination, and business expansion within Qatar's Oil & Gas, LNG, Petrochemical, and Industrial sectors. Skilled in developing strategic partnerships with EPC contractors, consultants, and industrial clients while delivering techno-commercial solutions aligned with client requirements and organizational growth objectives

WORK EXPERIENCE

SALES AND BUSINESS DEVELOPMENT

Suhail Industrial Holding Group | 2024 – Present

- Identify and develop new business opportunities within Oil & Gas, LNG, Petrochemical, Industrial, and Infrastructure sectors in Qatar
- Build and maintain strong relationships with QatarEnergy affiliates, EPC contractors, consultants, and industrial clients
- Conduct market research and competitor analysis to identify emerging projects and business opportunities
- Manage the complete sales cycle from lead generation, client meetings, negotiation, and closing deals
- Coordinate with principals, OEMs, and internal technical teams for techno-commercial proposals and project requirements
- Monitor tender portals, RFQs, and procurement activities to ensure timely submission of competitive bids
- Support vendor registration processes with major operators and contractors including compliance documentation
- Prepare commercial quotations, technical submittals, project presentations, and sales forecasts
- Maintain strong follow-up with clients to ensure successful order execution and long-term business relationships
- Achieve monthly and annual sales targets while expanding company market presence across Qatar
- Collaborate with operations, logistics, and finance departments to ensure smooth project execution and customer satisfaction
- Attend client meetings, site visits, and technical discussions to understand project specifications and requirements
- Track ongoing projects, shutdowns, and upcoming tenders within the energy and industrial sectors

SALES MANAGER

Arabian Specialized Material W.L.L(QATAR) | 2017-2024

- Develop and execute sales strategies focused on construction materials, equipment, or contracting services.
- Identify and target new business opportunities in infrastructure, civil, MEP projects.

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SALES AND BUSINESS DEVELOPMENT

EXPERTISE

Strategic Sales Planning

Proven ability to develop and execute sales strategies aligned with business goals.

Business Development

Identifying, pursuing, and securing new business opportunities in diverse markets.

Client Relationship

Building and maintaining long-term relationships with key clients and stakeholders.

Revenue Growth & Target

Achieve Consistently exceeding sales targets and driving year-over-year revenue growth.

Market Expansion

Launching products or services into new territories or sectors.

Contract Negotiation & Closing

Skilled in high-value deal negotiations and finalizing contracts.

Sales Forecasting & Budgeting

Accurate sales forecasting and effective budget management. Salesforce, HubSpot, CRM, and sales analytics tools.

Cross-functional Collaboration

Working closely with marketing, product, and finance teams to align business goals.

- Build strong relationships with EPC contractors, consultants, developers, and procurement teams.
- Prepare and deliver technical and commercial proposals for tenders and direct sales.
- Negotiate contracts, pricing, payment terms, and delivery schedules.
- Track project pipelines (ongoing and upcoming) through market intelligence and tender portals.
- Coordinate with internal teams (logistics, finance, procurement) to ensure timely delivery and service.
- Attend industry exhibitions, site meetings, and networking events to build brand presence.
- Generate periodic sales reports and forecasts for management review.

MAJOR PROJECTS:

- Stadiums projects: Thumama stadium (Client-Tekkfen & al jaber JV), al wakra stadium (Client-Midmac & Pore JV)
- Mega Reservoirs Project: (package A&C client-CCC) (package B Client-HBK)
- Waqood stations (Client-Condor)
- Airbases: Dukhan air base (Client-Al bahadir)
- MOI project: Saliyah (Client-Arabian Mep), Police station (Client-Bojamhour)
- Madinat Al Mawater Barwa (Client-Hassenesco)
- Lusail plaza towers : (Client-Hyundai engineering)

SALES HEAD

Sama Al khaleej (U.A.E) | 2014 - 2017

- identify each potential customer's requirements and project needs.
- Formulate business proposals according to customers' business requirements.
- Manage account handling and business expansion activities.
- Develop new business opportunities and close existing deals efficiently.
- Build strong professional relationships within the company and with external clients.
- Develop detailed territory and sales action plans.
- Ensure timely delivery of products and services to customers.
- Follow up after delivery to ensure customer satisfaction and repeat business.
- Research market trends, competitor activities, and new products.
- Arrange meetings and presentations with potential clients and consultants.
- Handle negotiations and resolve customer objections to secure sales orders.
- Maintain regular communication with contractors, consultants, and procurement teams.
- prepare quotations, technical submittals, and commercial offers.
- Coordinate with procurement, logistics, and operations departments for smooth execution.
- Monitor project progress and identify upcoming opportunities in construction and oil & gas sectors.
- Achieve monthly and annual sales targets assigned by management.

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SALES AND BUSINESS DEVELOPMENT

CORE COMPETENCIES




B2B Sales & Business Development
Strategic Sales Planning & Forecasting
Client Relationship Management (EPCs, Consultants, Developers)
Tendering & Proposal Preparation
Contract Negotiation & Deal Closing
Market Research & Competitive

SKILLS

IT Skills

- Windows
10,7,8/98/XP/2000/vista/7

- Microsoft office

- Auto CAD

- ERP


Language Skills

- English – Speaking / Written

- Hindi – Speaking / Written

- Telugu – Speaking / Written


SALES AND BUSINESS DEVELOPMENT EXECUTIVE

Al Sadi Al Arbi L.L.C (OMAN) | 2011 - 2014

- Deal directly with customers either by telephone or face to face.
- Respond promptly to customer enquiry.
- Negotiate prices and variations in prices and specifications.
- Handle and resolve customer complaints.
- Obtain and evaluate all relevant information to handle product and service inquiries
- Provide pricing for and delivery for local and international markets.
- Perform customer verification
- Set up new customer accounts.
- Process orders, forms, applications and requests.
- Organize workflow to meet customer timeframes.
- Direct request resolved issues with the designated resource.
- Manage customer accounts.
- Keep records of customer interactions and transactions, record details of inquiries, complaints, and comments.
- Records details of action taken regarding complaints and inquiries.
- Maintain customer database and manage administration.
- Maintain accurate sales reports, customer records, and pipeline updates.
- Handle vendor registration and pre-qualification processes with major clients and contractors.
- Conduct site visits to understand project requirements and provide suitable solutions.
- Support tendering and bidding activities by coordinating with internal departments.
- Develop long-term relationships with civil contractors, MEP contractors, EPC companies, and oil & gas clients.

SALES REPRESENTATIVE

DSG, P C World Retail Limited (U.K) | 2009 - 2010

- Identify and generate new business opportunities through prospecting, networking, and cold calling.
- Build and maintain strong relationships with clients to ensure customer satisfaction and repeat business.
- Present, promote, and sell products/services to existing and potential customers.
- Understand customer needs and provide appropriate solutions, product demonstrations, or quotations.
- Achieve monthly, quarterly, and annual sales targets as set by management.
- Negotiate contracts, pricing, and terms of agreements with clients.
- Maintain detailed records of sales activities, pipeline, and client interactions using CRM tools.
- Conduct market research to identify new opportunities, competitor activities, and industry trends.
- Collaborate with internal teams (marketing, operations, logistics, etc.) to ensure smooth order processing and delivery