



**MUSHTAK ALI**  
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## **CAREER OBJECTIVE**

Dynamic sales and business development professional with over **8 years of GCC experience** in **manufacturing and supply of heavy-duty packaging, fire and safety and building materials products sectors**. A flexible proven team player seeking a challenging position to leverage my expertise in strategic business development, sales and logistics processes, perfect knowledge of pre- and post-sales operations and expansion initiatives to elevate overall business growth makes me a good fit for your firm.

## **EDUCATIONAL QUALIFICATION**

**MASTERS IN FINANCE AND CONTROL (MFC)**  
CMS College of Science and Commerce, India

## **GCC WORK EXPERIENCES**

**SENIOR SALES EXECUTIVE – (May 2023 – Present) AL KHOBAR, SAUDI ARABIA**  
**NAMA INDUSTRIAL MANUFACTURING COMPANY ([www.namaic.com](http://www.namaic.com))**

- Generate leads through new and existing pipeline, making calls, arranging meetings, sales pitching, closing deals and achieving monthly targets and generating revenue.
- Focused on developing sales conversion, customer engaging and Strong interpersonal skills to build and maintain positive relationships with clients and internal staffs.
- Demonstrate product and technical knowledge and directly assist clients operations team with product Installation methods and procedures of our product.
- Successfully secured long-term contracts and open agreements with major manufacturing companies including SABIC, Al Khorayyef, Zamil Group, BCI, Unicoil, FPI, Riyadh Cables, Al Babtain, EIC, Al Shahin Metal Industries, Gulf Chemicals ,etc.
- Frequently visited and succeeded in Expanding business across MODON Industrial city and other Industrial areas, wholesalers and local markets across KSA
- Perfection in time management, understanding competitors, analyzing market conditions for product development and planning pricing accordingly.
- Forecasting and coordinating with our production team for prioritizing stock, warehouse, transportation and production schedule as per clients' requirements.
- Strong communication, organizational, IT skillsets, software and using social media platform for our product marketing and finding key clients.
- Sales driven interpersonal skills, adaptability and creative problem-solving skills
- Excellent Representing our product in marketing campaigns, exhibitions and achieved potential clients by participating in major exhibitions across the GCC.
- Maintain connection with client accounts department for initiating timely payment and our Logistics department for order dispatching within the agreed delivery period.
- Excellent in Preparing quotations, client database, weekly sales reports, technical data sheets, documentation, vendor registration for government and other major companies.
- Perfect communication and reporting to Sales manager, analyzed business development plans and always worked as a team player in achieving our organizational goals.

**Visa : Transferable.**

**Experience : 8+ years**

**Driving license : KSA**

**Availability : Immediate.**

**Nationality : Indian.**

## **STRENGTH & SKILLS:**

- ❖ Sales Pitching.
- ❖ Client Connections.
- ❖ Negotiation.
- ❖ Closing deals.
- ❖ Leadership & management.
- ❖ Presentations.
- ❖ Co-ordination.
- ❖ Interpersonal skills.
- ❖ Multitasking skills.
- ❖ Effective communication.
- ❖ Lead Generation.
- ❖ Problem solving.
- ❖ Customer Relationship
- ❖ Cold calling.
- ❖ Pricing Strategy.
- ❖ Quick learner.
- ❖ Team worker.
- ❖ Market Research.
- ❖ Logistics Management.
- ❖ Time Management.
- ❖ Operations management.
- ❖ Administration skills.
- ❖ ERP, CRM software.
- ❖ Excellent IT skills.
- ❖ Microsoft office tools.

## **BUSINESS DEVELOPMENT EXECUTIVE - (Oct. 2016 – Feb. 2022)**

### **CHUBB FIRE & SECURITY – IGTC - (QATAR)**

- Developed business development strategies, marketing techniques and achieved and exceeded monthly sales Target and overall business growth.
- Desire to learn and adapt quickly to market changes, fluctuations, finding new sales pitching techniques and always stay ahead of our competitors.
- In-depth knowledge about fire rated products, fire steel doors and each door fitting products, certifications and perfect understanding of client's requirements from experience and shop drawings.
- Achieved large volume of sales closing deals with Qatar metro, Qatar Army, Qapco and other major projects.
- Managed overall sales process from receiving LPO to completing payments and providing final work completion, warranty certificates.
- Maintained Client acquisition, site visits for fire rated client's requirements, providing guidance related to fire rated doors and fire rater products and finalizing yearly contracts through regular contact and follow up.
- Prepared quotations, submittals, weekly sales and stock reports, presentations and reported to the Sales manager.
- Monitored and worked along with the engineering division, inventory / production /Accounts and sales team for smooth functioning of the delivery and material installation process.

## **LOGISTICS / SALES COORDINATOR - (Aug. 2014 – Aug. 2016)**

### **IKK GROUP - UNITECH QATAR - <http://www.unitech-ikk.com/> (QATAR)**

- Responsible for organizing the dispatch and delivery of materials and effectively communicating with managers in the supply chain process and helping to reduce overall costs.
- Managed and handled packaging, arranging and storage of goods and coordinated with warehouse, production and related departments for smooth transportation and delivery of materials.
- Coordinated and supported large sales and procurements team by managing logistics including shipment.
- Monitoring inventory levels and coordinating with suppliers to ensure timely and accurate deliveries of raw materials or products to prevent shortage or overstocking.
- Genuine understanding of requirements, responsible for timely precise decision making and efficient updating of important government logistics related customs clearance, delivery, tracking orders and other documents.
- Prepared Company Prequalification, Material submittal, Compliance statements, samples and all other important documents and reported to sales, production, supply chain and inventory and sales division managers.
- Ensured all activities are following the company and government regulations, Quality and safety standards and importantly recognize important risks including delays and damage of materials.
- Prepared reports related to logistics and sales activities for large projects like Qatar metro, world cup stadium and similar projects.

## **LANGUAGE PROFICIENCY**

English : Fluent      Arabic : Fluent  
Hindi : Fluent      Malayalam : Native

## **REFERENCES**

**Mishal Al Saleh** - General Manager – Mishal Al Saleh (KSA) - +966 50 580 0913

**Mohannad** - Sales Head, Chubb International (Qatar) - +974 333 68 468

## **DECLARATION**

I hereby declare that all the information furnished above is true to the best of my knowledge.  
Yours sincerely,

**Mushtaq Ali**