

# Jenson M George



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## PROFESSIONAL PROFILE

- Business development professional with an overall work experience of 25 years.
- Business Development Experience in Engineering Projects/ Consultancy Services in the petroleum/ engineering and construction- Electro Mechanical (EPC) industry, IT, Advertising, Manufacturing, Trading and logistics and warehousing
- Bagged, Managed and executed multi-million dollar valued Mechanical construction projects in the Middle East in multi-cultural environment
- Achieved fivefold growth in revenue increase. Achieved/ Overcome set revenue targets and new client generation. Generated new clients across the country and retained all existing clients
- Added new clients across the country
- Experienced Sales Team leader with successfully achieving the set revenue goals.
- Experience of working in multi-site and with multi-national companies
- Managed and achieved projects completion as per schedule and thereby reducing overhead costs. Slashed overhead costs by negotiation of prices while ensuring smooth project execution
- Manage the timely project execution by managing deployment of Manpower, Machinery, Material Procurement, Ware housing and Logistics and Execution in coordination with engineering team.

## SUMMARY OF RESPONSIBILITIES:

- Point of contact with clients in liaising and negotiation and project execution. Interaction with different agencies and clients across geography
- Generation of new clients and maintain existing clients. Revenue growth, recruitment and training marketing staff
- P&L responsibility. Adequate Financial acumen
- Ensure adequate and suitable resources for completion and delivery of the projects in time. Timely delivery of the project in coordination with development/engineering team
- Coordination with external agencies for the timely delivery of materials and machineries for the project (Freight forwarding Custom clearance logistics and warehousing)
- Requirement analysis, presales and sales activities, Customer and Expert in Marketing and Personnel Management and Administration
- Extremely well versed with all aspects of business development including responding to RFPs / RFQs, preparation of documents for bids, presales documentation
- Deeply analyze and resolve operational, finance and other significant business issues daily
- Proven track record of success with regard to managerial, technical and operational competency
- Close new business deals by coordinating requirements; developing and negotiating contracts

## QUALIFICATION

Level of Education	Master of Business Administration
<b>Academic:</b> <b>Bachelor of Science (B Sc)</b> with Chemistry, Physics and Mathematics University of Kerala, Trivandrum, Kerala, INDIA	
<b>Master of Business Administration (MBA)</b> with Marketing Management and Personnel Management. Shivaji University, Kolhapur, India	
<b>Technical:</b> <b>IBM Certification in E Commerce</b>	

<b>Language Expertise</b>	English - Excellent Malayalam - Mother Tongue Other languages -Kannada, Tamil, Hindi
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<b>Experience</b>	
Total Years of Experience	25 Years

## EXPERIENCE

<b>SENIOR SALES ENGINEER</b>	<b>Dafoos Technical Services W L L, Doha Qatar</b>
<b>February 2019 to till date</b>	<p>Fire Fighting Installations Company in UAE and Qatar. Engaged in the Designing, Supply, Installation and Maintenance of Fire Protection Projects</p> <p>Prospect for new clients by networking, cold calling and other means of generating interest from potential clients, Aggressively source and secure new accounts/business for Fire Alarm, Fire Protection, FM 200 systems. Meet budgeted set sales targets Ensure all business transactions meet P&amp;L objectives</p>
<b>Head- Business Development and Marketing - (GM)</b>	<b>Mishal Al Shammari and Partners Co LTD, Ras Tanura (Eastern Province) Kingdom of Saudi Arabia</b>
<b>November 2011 to December 2018</b>	<p>A company into EPC projects, construction (Electro Mechanical- Tank Fabrication, Piping, Fire Fighting Equipment Installation, other mechanical jobs and electrical jobs) and operational maintenance in the Petrochemical and Oil and Gas Industry. Reporting to the CEO.</p> <p>Achieved fivefold growth in revenue. Added new clients and maintained existing</p> <ul style="list-style-type: none"> <li>• Identify new projects, including new geographies and ensures that the opportunities are converted to potential business. Achieve revenue targets, Identify and establishes new clients for potential business opportunities and maintain close relationships with existing clients</li> <li>• Responsible for P&amp;L, Regular review meetings, MIS and reports to the top management</li> <li>• Coordinate with Estimating &amp; Bidding function in proposal preparation and submission.</li> <li>• Directing contractual negotiations, participating in negotiations and closing the deal</li> <li>• Recruitment / Hiring of employees for the execution of the project in close coordination with the engineering team</li> <li>• Oversee procurement of Material for the construction and the logistics and warehousing and Ensure adequate and suitable resources for completion of the projects in time</li> <li>• Ensure the total end to end sales cycle of every deal including negotiation, closing of deals and execution of projects, logistics, delivery and collection of payments</li> <li>• Team development, motivation and training</li> </ul>

<b>Senior Business Development Manager</b>	<b>BEZEL ARABIA COMPANY LIMITED, Jubail, Kingdom of Saudi Arabia</b>
<b>November 1, 2009 till September 2011</b>	<p>A company into turnkey projects, operational maintenance and industrial support services in the Petrochemical and Oil and Gas Industry.</p> <ul style="list-style-type: none"> <li>• Achieved / Overcame the set revenue targets</li> <li>• Manage the team of Marketing Executives</li> <li>• Recruitment Selection and Training of Marketing staff</li> <li>• RFQ/RFI, Proposal submission and vendor qualification for state owned Petro-chemical, oil and gas giants</li> <li>• Develop new clients and maintain existing clients</li> <li>• Develop marketing and business development strategy</li> </ul>
<b>Business Analyst</b>	<b>ComAvia Systems Technologies Pvt. Ltd, Bangalore- 13, India</b>
<b>May 2006 to 20<sup>th</sup> October 2009</b>	<p><b>IT solutions to the defense and aviation industry</b></p> <p>Define project requirements by identifying project milestones, phases and elements</p> <p>Monitor project progress by tracking activity</p> <p>Resolving problems and publishing progress reports</p>
<b>Branch Manager</b>	<b>Raiply Malawi Ltd, Lilongwe, Malawi, Africa</b>
<b>June 2004 to March 2006</b>	Complete management of the branch office, sales and distribution, warehousing and logistics including export documentation and freight forwarding

<b>Contact Information</b>	
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<b>Personal Details</b>	
Sex	Male
Date of Birth	31 <sup>st</sup> May, 1969
Marital Status	Married
Nationality	Indian
Driving License	Qatar, India, Saudi Arabia