# ZAHEER HUSSAIN. A

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**Objective:**

With a well networked and result oriented sales management capabilities, I possess proven sales-marketing skills. Commercially aware and able to successfully lead and work with various teams to achieve maximum performance and results. Have a consistent track record, in achieving all sales targets set and of improving efficiency, maximizing profits whilst minimizing costs.

**Experience Summary**

* **Sales & Logistics Manager –** Three Star Engineering Works- Coimbatore- June’ 20 to May 2022.
* **Market Segment Manager** – QICC-Nexans – Qatar –June’ 18 to Dec 2019.
* **Export Sales Manager** –Bahra Electric Group – Bahra – KSA - Jan'13 to Jun’18.
* **Sr. Sales Administrator** (Office In-charge) - Oman Cables Industry SAOG**-**KSA/**Qatar**/Oman –

Mar '2008 to Dec’2012.

* **Sales Administrator** – National Cables Industry- Sharjah – UAE - April '06 to February ’08
* **Administrative Officer** - Jeevan Polymers Ltd. Pondicherry – India - April ’04 to Dec ’05
* **Sales Coordinator** - Jeddah Cable Company – Jeddah – KSA - Sept '98 to March ‘04
* **Accountant** - Pure Chemicals Co. Pvt. Ltd – Pudukkottai – India - July ’95 to July '98

**Educational Qualification**

* **M**aster of **B**usiness **A**dministration.
* Post Graduate Diploma in Personnel Management & Industrial Relations.
* Bachelor of Commerce.

**Professional Summary**

* Over 22 years in the field of Sales & Marketing in Gulf Region (GCC).
* About 5 and half years in the field of Accounts and General Administration in India.

**Sale Products**

* + - Power Cables (LV, MV, HV) & accessories
		- Other Electrical products
		- Fire rated Cables
		- PVC Compounds & MB
		- PVC Conduits & Pipes
		- Copper Rod, Bus-bar
		- Dry Transformers & Earthing materials
		- Signalling Items - Poles, Termination box, Junction box, Lights and Fixtures.

**Sales and Marketing**

* + Screen, review and work on all kind of enquiries, clarifications and orders from customers.
	+ Guide market research, designing of marketing collateral, strategic planning etc.
	+ Determine Sales areas and targets for potential clients.
	+ Identify, define and prepare bids for tenders Contracts & Order management.
	+ Arranging Pre-qualifications for brand approvals.
	+ Preparing cost analysis for our products in Market and market study.
	+ Motivate and guide sales team towards organisational goals and profit maximization.
	+ Distributors team in terms of technical and commercial aspects (price negotiation).
	+ Review market & competition information and plan for utilizing output.
	+ Reporting on forecasts of upcoming projects/ tenders and new requirements.
	+ Negotiate contracts with customers, build trust, value others, communicate effectively, drive execution, foster innovation and focus on the customer.
	+ Supervise metal bookings (with metal hedging department).
	+ Support customers in after-sales-service function, ensure customer satisfaction & maintain proper feedback, customer surveys and follow up payments.
	+ Reporting to top management with regards to new projects, tenders & pending order bookings.
	+ Adhering to systems & procedures viz., ISO 9001 & BASEC Regulations.
	+ Generate MIS reports, as required for the business development & support in preparation of sales budgets**.**

 **Sales Distribution & Administration:**

* + Channel Sales Distribution- Review Sales order backlog, coordinate with customers, distributors, branches etc.
	+ Ensure all company shipments are handled in accordance with international regulations.
	+ Maintaining bill payable accounts, petty cash accounts and administrating branch office.
	+ Liaise with PRO and managing Governmental requirements.
	+ Manage and follow- up overseas orders-deliveries, export documentation, LC with bank, Insurance, Shipping companies etc.
	+ Manage the project deliverables of third party/contractors by having close supervision on the delivery expediting.
	+ Manage distribution network functions to achieve proper inventory levels, including warehousing strategies.
	+ Monitor AR reports and follow up payments with customers and fix credit limit for them.
	+ Maintain Credit Limits, set up credit controls for each customer and ensure receivables from customers,
	+ Liaise with Logistics and customer for smooth flow of deliveries.
	+ Coordinate with Factory, TPI/End-user & arrange FAT inspection, follow-up until material acceptance/ clearance.
	+ Actively involved in the procurement activities for major purchase orders and subcontracts.
	+ Analyse data from shipping and delivering processes to find & solve bottlenecks and other issues. Coordinate with customers/ distributors and arrange transportation.
	+ Avoid / mitigate and manage risks.

**Training**

* National Council for Vocational Training - Data processing and computer software

- Conducted by Ministry of Electronics and Telecommunications – India.

* Professional certificate in Basic principles related to Trade Finance & Incoterms 2010

- Conducted by Saudi Fransi Bank (Certified Documentary Credit Specialist-CDCS-UK).

**Software Skills**

* MS Office [Word, Excel, Power Point]
* E.R.P (BAAN, SAP, ADVARIS, WMS etc.,) Software for Accounts, Sales & Distribution.
* SAP R/3, (Functional – SD)
* CRM

**Few Achievements (Milestones):**

* Worked independently in arranging product approvals from some of the prestigious utilities sector of MENA region like DEWA, SEWA, FEWA, ADAC, ADNOC-UAE,(TAKREER), ADGAS, KOC, KNPC, MEW-Kuwait, EWA Bahrain, DCRP-Oman, ARAMCO, SEC, SWCC-KSA, GECOL, SIRTE-LIBYA, GNPOC-Sudan, SNEL-Congo, Kahramaa, Ashghal-Qatar, MWANI-Qatar, MOE-Iraq etc., Played vital role as a team member in arranging approval for High voltage cables &bagged orders for the supply of HV, MV & LV Cables from Ministry of Electricity–Iraq, ADDC and various prestigious projects in MENA Region.
* Have ample experience in Channel Distribution - handling branch offices independently, thereby achieving the goals and objectives. Efficient in building rapport with the customers, implement strategies that increase productivity and enable sales target achievement.
* Handled Sales and Marketing for products like Electrical products, Chemicals, PVC Compounds & Master-batch - independently, during the tenure.
* Experienced in managing Logistics, transportation of materials and inventory, abide company standards.
* Worked independently on Turnkey projects, thereby outsourcing & supply of other finished & semi-finished products

**Personal Details**

Nationality : Indian

Date of birth : 2nd of April 1974

Marital Status : Married

Religion : Islam

Permanent Address: Tamil Nadu - India

Driving License : Valid **Qatar**, India and KSA **Driving license**

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E-mail : zaheerhussain.a@gmail.com

Passport : Yes

Languages : English, Hindi, Urdu & Tamil.

Expected Salary : To be negotiated

Notice period : 30 days.

Countries/Market : India, UAE, Oman, Qatar & KSA

(Covered) and familiar with these regions/markets.