
SUMMARY

- 25 years of experience in Saudi Arabia's construction industry with exposure to all sectors and segments
- Developed and matured network among the industry stakeholder and agencies build over 2 decades
- Proven ability as Country and Department Head
- Proven performance track record with numerous facilitations & recognitions

ACADEMIC QUALIFICATIONS

Bachelor of Engineering – Bharathidasan University, India

1995-99

- **Major:** Mechanical Engineering | Active participant in social welfare work and extracurricular activities

PROFESSIONAL EXPERIENCE

Shade Corporation Limited., Bharain & Saudi Arabia

Sep '15 – Present

Business Development Manager

Responsibilities

- Derived **marketing strategy & detailed yearly sales plan** based on market insight, client's network, industry knowledge & resource capacity.
- **Developed potential client list** to be targeted each quarter with their tentative potential work volume.
- **Setting up client interaction/sales calls** to present the company's abilities, customize each interaction based on client's requirement for better probability of positive outcome.
- **Robust follow ups, constant client support & strong trust building skills** to close the lead to secure the sales.
- Developed **transparent customer relationship** to secure repeat orders & increase the Size of project & volume from existing clients.
- **Generated leads** & worked on them to acquire new clients; **expanded potential client list** by acquiring new leads from networking & industry reach.
- **Drafted & implemented Pre-qualification** to qualify with prominent clients in government, semi-government, agencies and large MNCs.
- Form & execute **strategic joint ventures** to target desired sectors and scope of work.
- Documentation & Report for monthly KPIs with **overall department insight to Board members.**
- **Mentoring & Guiding team** to achieve the predetermined targets and contribute in overall performance of the organization

Accomplishments

- On an average out performed annual **target by 20% each year**
- Successfully in acquiring **company's first mega project** from an American MNCs
- Established company's permanent position on **bid slate of 18 top clients** in KSA
- **Established Bahrain Country operations** from scratch including complete cycle - from company registration to operation launch
- On average **~70% of monthly bidding request consist of repeat clients** achieve by good delivery & customer relationship management
- **Established 5 separate divisions** within construction domain to diversify company's target scope
- Success in get more than **SAR1.4 BN worth projects generated from new clients** in last 6 Years
- More than **22 new mega projects** won as Business Development Head
- Efforts translated into **more than 1,000 bids** with around 60 Prominent clients

MBK Trading., Bahrain

Oct '14 – Sep'15

Business Development Manager

Responsibilities

- Identification & determination of strategies to expand the business opportunity **by improving offering in product portfolio and growing the client base**
- Early identification & evaluation of opportunities, to include them in company's product portfolio to contribute in **achieving revenue target**
- Successful in **establishing long term strong client relationships & industrial partnership** by trust building and transparent business practices
- **Negotiating and closing business deals** to generate new sustainable revenue sources
- Enhancement of **networking among potential clients and partners** to generate new opportunities and diversification of product & client portfolio
- Planning and development yearly forecast for each product line to determine **periodic targets realization and performance KPIs**
- **Mentoring & guiding team** to achieve the predetermined targets and contribute in overall performance of the organization

Accomplishments

- Successfully added **four new international industrial partners** and their products in our portfolio
- Grew the **client based by 30%**

- Recording **first sales deals for 25% of dormant clients** in the existing client list

Almoayyed Contracting ,Bahrain,Jul'13 – Sep'14

Division Manager*Responsibilities*

- Identifying potential opportunities in current and allied businesses to expand the sales potential by **market surveys, demand analysis and gauging competition**
- **Organizing consultations** among potential clients and technical department to assist in final deal closure
- **Drawing annual forecast & targets** for each product line based on market insight and future trend analysis
- **Driving periodic reviews** – Quarterly & Annual review, performance analysis etc.,
- Responsible for complete sales cycle from identification to closure and post sales relationship
- Preparing major presentations for top management and making presentations on behalf of management to clients, partners etc. Preparing business pitch presentations/capability statements and presenting it to potential clients and partners
- Development of sales team and product knowledge transfer training

Accomplishments

- **Notable Project executed** - Police Fort Apartments, Gulf Hotel Extn. & Housing Projects

Modern Mechanical Electrical & Transport Co, BahrainMar '12 – May '13

Project Management Professional*Responsibilities*

- **Leading the project team** with Development and execution of project plan along with stakeholder management to support project schedule and budget.
- Identification of **project risks, developing the mitigation plan & implementation** to address any unforeseen events.
- **Sub-contractor vendor management** including sub con bidding, budget negotiation, scope determination and site boarding.
- **Supplier capability evaluation**, bidding supervision and publishing purchase orders
- Responsible for the assigned project from initial **contact through completion, interfacing with customer's** representatives and ensuring the projects meet in accordance with their specifications.

Accomplishments

- **Notable Project executed** -: Muharraq Mall, Al Raya Mall, 3 Palaces for Royal Court

Oryx Powder Coating & Aluminum Industry, BahrainJan '09 – Feb '12

Executive Engineer*Responsibilities*

- Drawing up a production **schedule and Production Planning & Control (PPC) chart**;
- Ensuring that the production is **cost effective**;
- Making sure that products **are produced on time** and are of good quality;
- Establishing the **human and material resources** needed;
- Monitoring the **production processes** and adjusting schedules as needed;
- Reviewing **worker performance** and identifying training needs

Accomplishments

- **Notable Project executed** -: The Dragon, The Royal Pavilion & Lagoon Villas

OTHER EXPERIENCE

- **Pioneer Wincon Limited–India** (A Division of Vestfrost Wind Energy Corporation, Denmark) Project Manager – January 2005 – January 2009
- **Mepco Industries Limited– India** (A division of The Metal Powder Company) Technical Sales Engineer – December 1999 – December 2004

OTHER DETAILS

- Native of Tamil Nadu, India
- Date of Birth – 12th June 1976
- Passport Number – Z7087118
- Current Location – Bahrain