

Yaseen

Rajpurkar

**Construction, Marketing,
Advertising & Sales Industry**

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Self-motivated professional with over 20 years of diverse experience in Construction Project Management, Project Operations, Advertising, and Sales. I bring strong analytical and problem-solving skills that enable me to set clear objectives, make sound decisions, and achieve results with minimal supervision.

Throughout my career, I have consistently demonstrated the ability to analyze complex challenges, develop effective strategies, and deliver projects within defined timelines, budgets, and resources. My continuous learning mindset and ability to quickly grasp new concepts allow me to connect ideas across different domains, adapt to changing business environments, and contribute effectively to organizational goals.

Education

B.Sc. (HONS) Quantity Surveying & Construction Management – 2016
International College of Business & Technology - Sheffield Hallam University – UK

B.Sc. Major in Physics - 2004
Rizvi College of Arts, Science & Commerce - Mumbai University – India

Certifications

- Marvel Management Training Institute (Bahrain) – PMP – Project Management Professional Exam Preparation Training.
- Qatar Green Leaders (Qatar)- Certificate of completion and successfully passed the test for Autodesk Revit Architecture 2014, Professional Workshop.
- The Workstation, Microsoft Certified (India) - Certificate of completion of Autodesk Maya, curriculum covering 3D Character Setup, Animation and Dynamics.
- Arena Multimedia (India) - Certificate of completion in Character Animation, Elastic Reality, and Virtual Reality.
- Arena Multimedia (India)- Certificate of completion in Illustrator, Photoshop, Flash, Pagemaker, Soundforge, Director, Premiere, 3D Max, HTML, Dreamweaver, and Java Fundamentals.

Skills

- Building Information Modeling (BIM) - Autodesk Revit
- 2D Drafting - Autodesk Auto CAD
- Photogrammetry - Agisoft Metashape
- Graphic Designing - Adobe Illustrator and Adobe Photoshop
- Video Editing - Adobe After effects
- Office Administration - MS Office (Word, Excel, Power point)
- Miscellaneous skills - Java2, Oracle8.0, C++

Work Summary

JAN/2021 TO CURRENT

Company in Charge / Bahrain Plumbing – Bahrain

- ✓ Report directly to the Managing Director, providing regular updates on company activities and market performance.
- ✓ Accountable for achieving overall sales targets across the Bahrain market.
- ✓ Drive aggressive marketing initiatives by personally visiting potential customers and presenting detailed product demonstrations.
- ✓ Establish a strong market presence for company products, including PPR Pipes & Fittings and Polypropylene Soundproof Piping Systems.
- ✓ Generate consistent sales revenue and ensure timely collection of customer payments.
- ✓ Negotiate prices, terms, and conditions with clients to secure profitable deals while maintaining long-term relationships.
- ✓ Oversee post-sales service quality, ensuring prompt delivery, addressing customer concerns, and maintaining client satisfaction.
- ✓ Identify and discuss new market trends and promotional opportunities with management to enhance sales performance.
- ✓ Manage social media marketing efforts to strengthen brand visibility and customer engagement.
- ✓ Oversee material ordering, stock monitoring, and overall store management to maintain optimal inventory levels.
- ✓ Handle additional assignments and strategic initiatives as directed by management to support overall company growth.

Key Projects

- a) Marassi Park – EAGLE HILLS | DIYAR – PPR PIPES & FITTINGS
- b) Orchid Beach Residence – SOUNDPROOF PIPING SYSTEM
- c) 41 Storey - Spiral Orchid Residence – SOUNDPROOF PIPING SYSTEM
- d) Future Generation Reserve Tower – SOUNDPROOF PIPING SYSTEM
- e) Lawzi Housing Project – SOUNDPROOF PIPING SYSTEM
- f) Diyar Community Center – PPR PIPES & FITTINGS
- g) Al Awali National School – PPR PIPES & FITTINGS
- h) Juffair Commercial Compound Complex – PPR PIPES & FITTINGS
- i) 1890 Seef Boulevard – PPR PIPES & FITTINGS
- j) 3 Towers – 14 Storey @ Seef – PPR PIPES & FITTINGS
- k) Sea Loft @ Amwaj – PPR PIPES & FITTINGS
- l) Chart House @ BFH - PL – SOUNDPROOF PIPING SYSTEM
- m) Bahrain Shield (BDF) – PPR PIPES & FITTINGS
- n) Seef Avenue – PPR PIPES & FITTINGS
- o) Residential Development on Mix - 6 @ Dilmunia – SOUNDPROOF PIPING SYSTEM
- p) WP2 – Wadi Al Riffa – Phase 2-97 Villas – PPR PIPES & FITTINGS
- q) Sarat Mosque @ Diyar Al Muharraq - SOUNDPROOF PIPING SYSTEM

NOV/2019 TO JAN/2021

Sales & Marketing Executive / Sayyar Trading – Bahrain

- ✓ Engage in superior customer service by making information readily available.
- ✓ Persists in sales even under extreme pressure.
- ✓ Demonstrate products and services as deemed necessary by clients and management.
- ✓ Schedule appointments and meetings as necessary.
- ✓ Responding to Client Queries.

- ✓ Make product knowledge readily available to self and other sales people through various resources.
- ✓ Strategize to sell products in the face of a down market.
- ✓ Research client base to find new types of customers and sells to them accordingly.
- ✓ Create a plan for gaining customers and retaining them.
- ✓ Analyze the competition to create a plan for engagement.
- ✓ Make product appeal to the target market.
- ✓ Train other sales people in the art of selling.
- ✓ Demonstrate superior time management skills and meets sales deadlines.
- ✓ Manage social media marketing campaigns and day-to-day activities.
- ✓ Develop relevant content topics to reach the company's target customers.
- ✓ Create, curate, and manage all published content.
- ✓ Oversee design (i.e.: Social media graphics).
- ✓ Design, create and manage promotions and social ad campaigns.
- ✓ Develop organizational elements in order to implement a proactive process for capturing happy, loyal customer online reviews.
- ✓ Monitor trends in social media tools, applications, channels, design and strategy.
- ✓ Implement ongoing education to remain highly effective.
- ✓ Monitor effective benchmarks (Best Practices) for measuring the impact of social media campaigns. Analyze, review, and report on effectiveness of campaigns in an effort to maximize results.

OCT/2007 TO JULY/2017

Design Project Coordinator / Hassad Food Co. – Qatar

a) Preparation of Quality Designs, Plans, and Drawings (2D/3D AutoCAD) in a Timely Manner

- ✓ Prepare accurate, detailed, and well-coordinated design drawings that meet project standards and objectives.
- ✓ Ensure all plans are clear, concise, and logically presented, adhering to client and stakeholder requirements.
- ✓ Deliver outputs on time through effective planning, self-review (QA/QC), and adherence to internal approval processes.

b) Effective Collaboration and Coordination with Project Teams

- ✓ Actively engage and collaborate with project team members to ensure smooth communication and progress.
- ✓ Maintain up-to-date and accurate design briefs and supporting information throughout project stages.
- ✓ Identify and resolve design gaps, technical issues, and coordination challenges proactively to avoid delays.

c) Timely Reporting and Compliance with Internal Processes and Systems

- ✓ Submit regular progress reports on assigned tasks and design deliverables.
- ✓ Maintain an organized document management and control system for efficient archiving, retrieval, and version tracking.
- ✓ Adhere strictly to company policies, procedures, and reporting protocols to ensure compliance and transparency.

d) Continuous Improvement and Maintenance of Work Quality

- ✓ Attend project and site meetings as required, addressing actions promptly and effectively to achieve positive outcomes.
- ✓ Deliver high-quality work outputs proactively and within deadlines, minimizing rework or errors.
- ✓ Strive for continuous improvement in design standards, technical accuracy, and overall project efficiency.

JULY/2006 TO MAY/2007

Graphic Designer / ABC International (JAFZ) – Dubai

- ✓ Designing leaflets, brochures, facial tissue box designs, etc. using Digital Printing Machine.
- ✓ Sales, Marketing & Client Handling.
- ✓ Production & Distribution Management

MAY/2006 TO JULY/2006

3D Set Designer / Dreamz Kraft – Mumbai, India

- ✓ Computer Generated 3D movie set Designing.

MAY/2005 TO JULY/2005

3D Designer / Premier Teknomedia – Qatar

Project Details:

- ✓ Title: Blue House - Stones Exhibition
Client: Blue House
Description: Exhibition of various wall stone patterns, name plates, etc.
- ✓ Title: Equestrian Club Counter
Client: Equestrian Club
Description: Trade show design

FEB/2004 TO FEB/2005

Chief Designer / Kreativve Arts – Mumbai, India

- ✓ Creating designs in areas of Store planning and layout, shopping shops, fixture designs, fabrication and many similar kinds of designs.

Project Details:

- ✓ Title: AQIS Shopping Center Interiors
Client: AQIS Philosophy Gabbana
Description: Interior designing for the Boutique Shopping Center

Extra Activities

- ✓ Keep up with the latest technology trends through research thesis, technical blogs, self-study.
- ✓ Watching vlogs about science fiction & scientific theories.
- ✓ Fund raising activities for social causes.
