

AFTAB SHAIKH
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An ambitious Technical Sales and Management professional who has driven growth for over twelve years in Middle East for various Industrial product and Service and achieved rapid promotion through to a Regional Management position with full P & L and sales responsibility, through successfully focusing on new business generation, agents / distributors management and key customer accounts management. Seeking next career move into Business Development and Management.

PROFILE & ACHIEVEMENTS

- A highly competent and multi skilled Sales / BD professional with around 13 years' experience (including Bahrain, KSA, UAE, Qatar & Kuwait) in Business Management and New Business Sales within Oil and Gas sector, along with Operations & logistics management and technical support.
- Has generated first and repeat business within Tatweer, Bapco, ADNOC group companies, QP, Saudi Aramco, Tatweer and other major National Oil Companies (NOC's) and International Oil Companies (IOC's) for several technology companies in Middle East region
- Strong commercial, financial and technical skills. Sound understanding of market dynamics, rules and regulations governing the Oil & Gas industry in the region and elsewhere.
- Achieved land mark by generating first orders and hence converting to repeat clients including Maersk Oil Qatar, Total, Ragas, Dolphin, Worley Parsons, Etc. to name a few in Qatar
- Travelled extensively in the Middle East region (Qatar, Kuwait, KSA, Bahrain, U.A.E and partly Oman) also Europe (UK, Norway and Germany) directly managing the integration of Quickflange Middle East with the other companies in the group, and ensuring high operating standards.
- Post graduate MBA in Marketing, Graduate Mechanical Engineer (BE)
- Highly focused on Solution and Consultative Sales approach
- Specialized in after sales service to various clients and hence generate revenue and ensure client's satisfaction with the products / services.

CAREER OBJECTIVE

- I intend to concentrate on my strengths, of Business Development, new Business sales and accounts management.
 - To be responsible for driving profitable growth in a new organization.
 - To work towards objectives and policies of the company in providing excellent services to clients and business partners.
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CAREER HISTORY

Overview:

2016 to till date	EnerServ W.L.L, Bahrain as Regional Sales Manager
2011 to 2015	Quickflange Middle East, Dubai, U.A.E as Regional Sales Manager
2008 to 2011	Al Sulaimi Group, Abu Dhabi and Qatar as Sales and Business Development Engineer
2007 to 2008	Reliance Money – Mangalore, India as Centre Manager
2000 to 2001 & 1995 to 1997	Digicom Systems, India Marketing and Sales executive Team Leader

Career Details:

April 2016 – till date

Organization : EnerServ W.L.L, Bahrain
Position : Regional Sales Manager

Company Profile:

Energerv established since 2008 in Bahrain, provides Engineering Technology Solutions and service Expertise to the Energy Industry. EnerServ have a vision to become the premier local partner of choice to international manufacturers and service providers interested in the Kingdom.

Key Responsibilities:

- Lead and manage sales together with sales team and independently in order to achieve targets, developing and implementing appropriate strategies.
- Account management of key customers on priority in Bahrain / KSA, Qatar and UAE.
- Manage and promote a vast portfolio of different specialized services including sales of ITT Gould's pumps and its spare parts.
- Develop and use effective techniques to present and promote Lokring "Mechanical connectors" as an innovative concept product in a new marketplace including KSA, Bahrain and Qatar.
- Identify and develop opportunities for both organic growth and geographic business expansion.
- Manage and support key accounts with the principal, including evaluation and contract negotiation.
- Establish & proactively pursue a strong sales pipeline & close deals to meet monthly revenue targets.
- Prepare Business plans, formulate market analysis, and deliver business reports and divisional sales growth strategies.
- Monitor and execute the bidding process, negotiate and complete high value contracts.
- Work with end customers to determine their needs and appropriate solutions through site visits and technical surveys.
- Lead pre-qualification and registration process for products, services and markets.
- Developing and maintaining working relationship with principals and supporting them as and when required in order to prepare / present company portfolio and quotes to clients in a professional manner.
- Establish the products acceptance and pre qualifications within National and International operating companies in Bahrain for the partners.
- Aftermarket sales support for products including ITT Gould Pump, TAM International, etc.

- Driving Sales and key account management of various principals including Lokring, ITT Gould's Pumps, TAM, Heurtey Petrochemicals, & Various suppliers of Pipes.
- A strong eye for new business development and desire to grow the territory market share.
- Maintain close relationships with key accounts, and ensure that the company's products are meeting their requirements and as per specification.

March 2011 – November 2015

Organization : Quickflange (Norway), an ICR group company
Position : Regional Sales Manager
Location : Middle East Region (mainly U.A.E, Qatar, KSA, Bahrain and Kuwait)

Company Profile:

Quickflange is headquartered in Norway, and was recently acquired by ICR Integrity Ltd based in Aberdeen. Quickflange provides a unique and innovative, weld less solution to the connection of pipes and flanges for use on-shore and offshore. The Middle East base is located in JAFZA, Dubai and has full sales, operations and administration functions.

Key Responsibilities:

- Lead and manage sales independently in order to achieve targets, developing and implementing appropriate strategies.
- Technical and commercial point of contact for all clients, and link-person to Europe-based support personnel within the Quickflange Group.
- Manage branch P&L.
- Manage and support regional Sales agent's network, including evaluation and contract negotiation.
- Establish the products technical acceptance and company registration / pre qualifications within all major National and International operating companies.
- Develop and use effective techniques to present and promote Quickflange "Mechanical connectors" as an innovative concept product in a new marketplace – train & mentor agent salespersons to do same.
- Manage all aspects of job execution through to invoicing and cash collection.
- Developing and maintaining working relationship with agents / in house technicians and supporting them as and when required in order to prepare / present our company portfolio and (if required) quotes to clients in a professional manner.
- A strong eye for new business development and desire to grow the territory market share.
- Maintain close relationships with key accounts, and ensure that the company's products are meeting their requirements and as per specification.

Achievements/ Milestones

- Generated first business from various National and International Oil companies in the region including ADNOC Distribution, McDermott/Adma Opco, ADCO, Zadco, Saudi Aramco and Rasgas.
 - Achieved repeating business from key accounts such as Maersk Oil Qatar, Dubai Petroleum, DNO RAK Petroleum, ADNOC Distribution and Lamprell Energy
 - Completed prequalification/registration process with ADCO, ZADCO, ADMA OPCO QP, MOQ, etc.
 - Identified, evaluated and appointed Sales agents for Qatar, Kuwait, Abu Dhabi and KSA.
 - Developed & ensure that QF products / service were into the piping spec of MOQ for repeat orders.
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April 2008 to February 2011

Organization : Al Sulaimi Group Companies
1) Qatar Technical International L.L.C, Doha, Qatar
2) Tech International Company L.L.L, Dubai
Position : Sales Engineer
Location : Abu Dhabi, U.A.E and Qatar

Company Profile:

Al Sulaimi Group is a Middle East business house with its head office in Oman and having operational across several Gulf counties. Tech International L.L.C & Qatar Technical International W.L.L. are mainly involved in diversified trading, including Garage Equipment Division, Welding & Cutting division, Industrial Tools, and the Maintenance & Repair Division, which represents several internationally renowned brands.

Key Responsibilities:

Responsibilities included setting up and developing the business in Qatar and focusing on direct front-line revenue generation in Qatar and previously in Abu Dhabi, UAE.

- Developing the Qatari market for Sales and Rentals of Pipe cutting equipment.
- Promotion of Cold cutting Machines from E.H Wachs brand, U.S.A origin.
- Managing the team of technical and sales staff.
- Addition of new products to business portfolio.
- Conducting demonstrations at site and hence converting into sales.
- Forecasting quarterly, annually, budgeting, replenishment of stocks.
- Preparation of quotes and hence follow up for orders.
- Developing customer base, including such as, Descon Engg. Dodsai, KAAHRAMAA, Qatar Petroleum, Qchem, Wood Group Engg. Weatherford, Cameron, Target Eng., Punjlloyd, DOPET, Qcon, Vgulf, Madina Gulf, Medgulf, AL- Balagh, Seashore, Galfar Eng.. Black Cat Eng., Ras Gas, Qatar Gas, Messaid City, Ras Laffan City, etc.
- Completion of several key cold-cutting service jobs on site at key customers.
- Retaining Existing customers whilst adding new Customers.
- Developing and managing with new / existing clients base namely NPCC, Descon Engg., Alsa Eng., Dodsai, FTV proclad, IMCC, Group, IMECO, ADCO, ADWEA, Wood Group Engg., Weatherford, Cameron, Valentime Maritime, Abu Dhabi Ship Building, Samsung pipe works, GS Engineering, Target Engg., Punjlloyd, FMC
- Providing customer Satisfaction through Quality Service and maintaining high QHSE focus.

Achievements/ Milestones

- Established strong base and platform for Sales and future business opportunities
- Generated repeat business from key accounts and mainly from EPC Contractors
- Developed the market in Qatar for Sales and Rentals of various products from E.H Wachs
- Produced huge growth in both sales and rentals of clamshell cutter (split frame machines), Trav-L-Cutters and Guillotine saws within a small time frame.

May 2007 to February 2008

Organization : Reliance Money - Mangalore India
Position : Centre Manager Trainee
Location : Karwar, Karnataka, India

Company Profile:

Reliance Money is an ADAG group, one of the fastest growing private listed Company, in the field of financial instruments. Offer various investment solution and financial products namely Mutual funds, various Insurance and importantly trading platform for stock exchanges.

My Job function involved:

- Primarily responsible for sales of Demat account and trading accounts
- Appointing of network of remisars.
- Developing business in the assigned territory
- Appointing agent and generating business with support from them and trading partners
- Sales of financial products namely insurance, Mutual Funds
- Lead and manage sales independently in order to achieve set target
- Support, Lead and manage sales through the wide spread remisars network in the region

April 2000 – October 2001 & May 1995 – February 1997

Organization : Digicom Systems
Position : Sales Team Leader
Location : Dandeli, Karnataka State, India

Company Profile:

A franchisee of KEONICS, with over 1000 center across India, with primarily aim to create computer awareness and to educate the citizens, especially poor and needy.

My Job function included:

- Promoting sales of the training center by getting in more candidates for institution.
- Formulation of marketing strategies along with the top level management, and hence establish brand name in market.
- Primarily engaged with driving the entire team and co-coordinating with the employees.
- Sales of Computer Peripherals, printers, etc.
- Developing strategies as to attract the candidates, and hence improve the versatility of the business.
- Marketing of the firm was the primarily part of the job profile.

ACADEMIC & PROFESSIONAL CREDENTIALS

Master of Business Administration (MBA)
(Marketing Management)

: Mangalore University,
Karnataka, India 2007

Bachelor of Mechanical Engineering (BE)

: Anjuman Engineering College
Vishveshwariah Technological University 2005

Diploma in Mechanical Engineering (DME)

: Bangalore University, India 2000

OTHER

I have completed multiple and varied internal and external training courses (in Middle East region and Europe), attended a number of industry symposiums and conferences, and run company stands at several trade exhibitions (in Middle East), including ADIPEC on a number of occasions

- Well versed with operating systems like Dos, Windows XP
- Proficiencies in MS Office - Ms Word, Ms excel, Ms Power Point.
- Auto CAD Release 14. Comfortable in working in complex 3 D models.
- Hardware, Troubleshooting of systems, Assembling of PC's

PERSONAL DETAILS

Nationality : Indian

Marital Status : Married with 2 children

Driving License : Valid Bahrain, UAE, Qatar and Indian driving license

Languages known : English, Hindi, Urdu, Kannada, Malayalam and fairly Arabic

(AFTAB SHAIKH)

References: Can be provided on request
