

To,
The General Manager, HR,
FF STEEL,
307-J Block, Commercial near Bank of Punjab,
DHA Phase 12, Sector EME, Multan Road, Lahore.
UAN: 042 111 888 999



Sub. Application for the Post of GM Sales & BD Lahore

Dear Sir,

Reference your advertisement for the post of **GM Sales & BD Lahore**, I offer my services with the following particulars, which, I hope, will match your requirements.

I am a person having good managerial and negotiation skills, team management with proactive approach, strong communication and interpersonal skills, firm commitment to the job, capable to demonstrate on the basis of competitive advantages, team management, able to accept challenges and communicate in English and have knowledge of Arabic. **I have 20 years + working experience in the relevant steel industry field in the KSA and in the local Ind. & Const. market with the renowned Companies, dealing customers in cross cultural environment, Selling Steel Products, Equipment, Services and Engineering products to customer needs for Construction Projects, OIL & GAS, Tender Business, Petroleum & Petrochemicals, Power Gens, Process ind, Paper & Pulp, Fertilizers, Cement Plants, Sugar, Textile, Classified Projects and mainstream Industry of Pakistan and KSA. I have been Handling Consultants, Govt. sector & tender business in Pakistan and dealing with ARAMCO & SABIC Projects Jubail, Yanbu in KSA.**

I have valid Pakistani and **Saudi Driving License**.

I have exactly your required profile with relevant experience and assure you of my competence for the post. If provided a chance to serve, I will be utilizing my abilities and add value using my expertise up to the utmost. Hope with your guidance, shall be able to form a result oriented team.

My working experience details given below in the Bio-Data.

Thanking you very much in advance and looking for a + ve response from your side.

(Shakil Malik)
29-Waqas Block, Rizwan Garden,
Canal Bank
Lahore.
Mobile 0300-4815418

Date. 14-10-24

Sr. Manager Business Development

29-Waqas Block, Rizwan Garden, Canal Road, Lahore. Cell: **0300-4815418**, E.mail: shakil_bet@yahoo.com



ALBARIO ENGINEERING PVT. LTD.

Designation: Business Development Manager (BDM)

Location: Lahore Pakistan



Duration: 2018 to date

- **Steel Products, Formation of team & new JVs, searching new JV partners according to projects. Preparation and submission of EOs, PQs, RFQs and Bid submission for EPC, MNCs & Power Projects, developing Industrial business in the respective field.**
- Implementation of strategies to enhance market share. Strengthening Business relations. Conducting site visits and attending Job-Ex meetings to identify customer needs, offer solution with internal coordination.
- **Construction Projects & Services, Shut down T/A Jobs, Manpower Supply for Equipment erection commissioning, Steel Structure, Tanks, Pipes, Columns, Pressure vessels, Boiler tube bundle and shell. Spools, Heat Exchangers and other Mechanical / Project for Cement, Fertilizers, Power Plant, OIL & GAS, Process ind, Water & Waste water Projects. Construction & Infrastructure Projects.**
- Negotiation with clients, Liaison with Production/Execution and communication with all stakeholders to accomplish Project well in time.
- Communication with Foreign Principals to reduce prices and lead time.

BINGSHAN PAKISTAN

Designation: Country Sales Manager (CSM)

Location: Lahore

Pakistan

Duration: 2015 to 2018



- Brand Launching and explore market for new company, identifying new projects (greenfield) and expansion projects (Brown field).
- Implementation of strategies to enhance market share. Strengthening Business relations with existing clients. Conducting site visits and attending Job-Ex meetings to identify customer needs.
- **Offer turnkey projects and specific equipment of Brands in the field of Cold stores and freezing plants, HVACR Projects.**
- **Selling Compressors, AHUs, Absorption Chillers, Condenser coils etc.**

- Negotiation with clients, Liaison with Execution and communication with Foreign Principals to reduce prices and lead time.

IKAN Engineering (Pvt.) Ltd.

Designation: Dy. Manager Business Development

Location: Lahore Pakistan

Duration: 2013 to 2015



- **Steel Towers and products to MNCs & Projects, OIL & GAS Sector, Civil Projects EOIs, PQs, RFQs and Bid submission for EPC**, developing retail and **Industrial business** in the respective fields.
- Implementation of strategies to enhance market share. Strengthening Business relations. Conducting site visits and attending Job-Ex meetings to identify customer needs, offer solution with internal coordination.
- **Steel Fabrication Projects & Services, Pre-qualifications for Equipment erection commissioning, Tanks, Pipes, Columns, Pressure vessels, Boiler tube bundle and shell. Spools, Heat Exchangers and other Mechanical / Project RFQs .**
- Negotiation with clients, Liaison with Production, Execution and communication with all stakeholders to accomplish Project well in time.

Olayan Descon Industrial Co. Ltd.

Designation: Sr. Executive Sales Marketing & Business Development

Location: Jubail / YANBU Industrial City, Kingdom of Saudi Arabia

Duration: 2011 to 2013



- **Steel Fabricated products, EOIs, PQs, Bid preparation for EPC, MNCs, ARMCO & SABIC Projects** in Industrial area of Jubail, developing **Industrial business** in the respective field.
- Implementation of strategies to enhance market share. Strengthening Business relations. Conducting site visits and attending Job-Ex meetings to identify customer needs, Steel products and application, site visits.
- **OIL & GAS, Civil Projects & Services, Pre-qualifications for jobs of Plant Maintenance, Shutdown jobs, Tanks, Pipes, Columns, vessels, Flare Tips, Stacks. Spools, Heat Exchangers and pumps repairs inquiries. Plant T/A jobs, S/M/L form contracts.**
- Negotiation with clients, Liaison with Production, Execution and communication with Foreign Principals to reduce lead time.

GRUNDFOS PUMPS Pakistan (HMA)

Designation: DBM (Industrial/ Projects Sales)

Location: Lahore, Pakistan

Duration: 2009 to 2011

Nature of Business: Industrial Pumps.



- Handling **Institutional Business, Dealers**, Industrial / Projects and leading Industries. Project Identification, Pre-Qualifications & Business Development.

- **PQs, EOIs, and Bid preparations in accordance with the tender / RFQ specs.** Handling **OEM** segment, **Water Treatment**, Petrochemicals, Oil & Gas, Process Ind., Cement Plants, Power Gens, Fertilizers & Classified projects.
- Selling to customer needs, selection and offering right solution to the customers requirement, tender business , Specs approvals by the end- users.

Business and Engineering Trends / GRP

Designation: Sr. Manager Ind. Sales, Marketing & Business Development

Location: Lahore, Pakistan

Duration: 1998 to 2009

Nature of Business: GRP Piping, Civil Projects, Engineering Products, Materials &, turkey/LSTK projects.

- Team building, Industrial Business Development Interaction with Consultants, Manufacturing & Execution. OIL & GAS, Power Gens, Textiles, Process Ind,
- Customers need identification and offer right solution.
- RFQs generation, PQs, Bid preparation, negotiation, Job-Ex meetings at site.
- Handling Govt. Sector, Coordination with retailers sub-cons. Petrochemicals, Oil & Gas, Process Ind., Cement Plants, Power Gens, Fertilizers & Classified projects.
- Material and Pipes specs approval by end users. Corporate and tender business management, coordination with Manufacturing and sub- contractors for site job execution.



ACADEMIC QUALIFICATIONS

- **MBA** – Pak-Aims institute Lahore – 1998
- **Various Computer Courses** - COMETO Computer College Lahore, Pakistan.



COMPUTER SKILLS

- **Email, MS Word, MS Excel, MS Power Point**
- Microsoft Windows
- Internet, web browsing.

PERSONAL INFORMATION

Gender	: Male
Nationality	: Pakistani
Marital Status	: Married
Languages Known	: Urdu, English & Arabic
Home Address	: Same as above
Personal Cell	: 0300-4815418,
Driving License	: Valid Pakistani Driving Licenses.