

2018



HASSAN SAEED

DIRECTOR OF SALES & MARKETING

NEXT GENERATION OILFIELD EQUIPMENT TRADING LLC

Please visit my CV Online at www.saeed.nextg.ae

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HASSAN SAEED

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Bachelor of Engineering: Electrical (BE)

CAREER OBJECTIVE

An executive management position in an esteemed government / private organization

CAREER SUMMARY

- Several years of experience in managing of Engineering Projects, marketing, after-sales and production of technical products in multinational firms in Pakistan, Canada, South Africa and United Arab Emirates (U.A.E)
- Excellent high level contacts in Public, Private and ADNOC Group companies in UAE
- High level contacts for projects in Pakistan, Algeria, Malaysia, Indonesia, Morocco, Jordan, Nigeria & Iraq
- Worked on different electrical panels (switchgears, automatic mains failure), and motor control centers
- Experienced in hiring, training and management of production, sales / marketing and after-sales personnel
- Experienced in dealing with multi-cultural people as co-workers as well as clients / business partners
- Excellent organizational, communication and management / customer service skills demonstrated by developed and expended customer base
- Honest, dependable, detail oriented, accurate, target achiever, team player, committed to top quality and work well under pressure

WORK HISTORY

Next Generation Oilfield Equipment Trading LLC (Abu Dhabi) Sep 2014 – Present
Director of Sales & Marketing

- Developed a portfolio of famous companies from USA, Europe & China by signing Agency agreements with them as their Agents in the UAE market
- Heading the process of Pre-Qualifying our Principle's products in the ADNOC group companies and other Public & Private Sectors
- Working with Major EPC Contractors on Multi-Billion Dollar Projects (SARB 4, Rumaitha NEB III etc).
- Responsible of running business in Pakistan & Canada through our partner companies

Achievement: Head of “*Project Water*” an AED 7.7 Million Project that consisted in the sale of the world's first ever-largest Water from the Air Generator, producing 76,000 liters of water per day. Working on Solar and Wind Turbine power projects as well as Waste to Energy projects in Europe, Africa and Middle East



Pk Global FZE (Ras Al Khaimah)
Chairman

Sep 2014 – Present

- Performed Project Management Consultancy on Renewable (Solar, Wind etc.) Projects in Pakistan
- Made strong relations with Renewable Energy Technology Distributors
- Worked with various banks for loans and banking instruments for Project Financing as well as with Private Financiers from around the world

G4S (Abu Dhabi)
Sales Manager (Oil & Gas Division)

Sep 2013 – Sep 2014

- Was responsible for registration of different divisions of G4S in ADNOC group companies
- Coordinated with South Korean EPC contractors to supply manpower for their projects in Abu Dhabi
- Attended fortnightly meeting with Director of Sales

Achievement: Brought Hyundai Company requiring 800 workers for their project

Technoflow LLC (Abu Dhabi)
Sales Manager (Energy Division)

Aug 2010 – Aug 2013

- Managed a Staff of 14 personnel serving all seven Emirates of the UAE
- Involved in 'Sales & Rental' of Diesel Generators, allied switchgear & Solar Powered Equipment
- Developed local dealers and communicated with existing dealers for increase in sales
- Prepared of annual budget, business forecast, quarterly sales report based on feedback from Sales Staff
- Kept in touch with the Collection Department on a regular basis to collect overdue payments from clients

Achievement: Dealt and procured orders from Oil & Gas Contractors e.g. Siemens Energy, Hyundai, Samsung Engineering, Daewoo etc. & added 'Zone II' Specification Diesel Generators in our Rental Fleet



Al Wathba Company for Central Services (Abu Dhabi)
Sales Executive

Feb 2009 – July 2010

- Was responsible for Leasing of Tower Cranes, Heavy Construction Equipment / Heavy Vehicles
- Visited clients having projects in CNI Area to offer equipment on lease
- Generated a profit of 82% from a single deal by proper execution of project with Emirates Steel
- Worked with Tekfen for their vehicle requirement for their project in ASAB area
- Worked with Thiess Middle East on Abu Dhabi Municipality Tender worth 92 Million Dirhams

Achievement: Worked on projects worth 42 Million Dirhams and 110 Million Dirhams

Al-Futtaim Auto & Machinery Company (Abu Dhabi)
Sales Engineer

Jan 2008 – Jan 2009

- Sold SDMO (France) Diesel Generators in the Abu Dhabi & Al-Ain Market
- Visited Consultants and Contractors to list and sale SDMO Diesel Generators
- Coordinated with management in Dubai Head Office in getting credit approval for clients
- Coordinated with after sales department in troubleshooting of Diesel Generators
- Participated in Energy Exhibitions in UAE

Achievement: Sold 2 Million Dirhams worth of Diesel Generators within 6 months

RE/MAX Abu Dhabi
Property Consultant

Jan 2007 – Dec 2007

- Was responsible for locating properties for rent in Abu Dhabi
- Dealt with clients searching for rental accommodation
- Networked with other agents in getting the desired property for the client
- Participated property exhibitions organized by Cityscape
- Participated in In-House training on Property Development in Abu Dhabi

Achievement: Established a franchise office in Abu Dhabi within 3 months



Goldlog Trading Company (South Africa)
Project Manager

Jan 2006 – Jul 2006

- Managed a construction site with a staff of six workers and three contractors with a total of twenty workers
- Was responsible for Fleet Management and timely availability of Heavy / Light vehicles and Construction Equipment
- Dealt with government / private companies for NOC and other building construction work

Achievement: Completed a difficult project with labor issues within 6 months

Pam Golding Properties (South Africa)
Real Estate Consultant (Part Time)

Jan 2006 – Jul 2006

- Was responsible in getting Sole Mandate of properties from the seller by highlighting its advantages and offering professional services
- Visited seller's property with other colleagues to assess and present a market competitive selling price to the seller
- Visited properties that were 'Network Listed' by other property agents to help them get an average selling price of the property
- Held 'Open House' of sole mandate property every weekend after advertising in the company's allocated space in the local newspaper and property magazines
- Coordinated with colleagues and other property agents to accommodate buyer's need and guided them to get the best property within their budget
- Attended weekly office meeting and other seminars and training courses offered by the company from time to time

Achievement: Conducted business worth 200 Million South African Rands in 6 months.

CFI LORUX (Canada)
Regional Sales Manager

Oct 2001 – Mar 2005

- Managed a staff of nine personal in sales and after-sales of technical products including heavy and light machinery
- Developed a vast network of dealers both in Canada & USA
- Was responsible in developing and running new / used equipment rental division
- Developed 'Operating Lease' and 'Lease to Purchase' options for clients
- Organized & attended seminars to market company products

Achievement: Developed and operated a new division of sales and leasing of equipment & services.



Invis Financial Inc. (Canada)
Mortgage Broker (Part Time)

Jul 2001 – Mar 2005

- Owned and operated an independent branch office of Invis Financial with a staff of twelve people
- Reported directly to the Regional Sales Manager on annual sales targets, profit earnings, budget forecast, prospected clients / territories for sale of company products
- Handled and coordinated with a network of real estate professionals representing top real estate companies in Canada
- Handled client's queries regarding mortgage and loans
- Liaised between the client and the financial institution in the process of arranging loans

Achievement: Shares offered in Invis Financial Inc. for being high achiever independent branch operator of Invis Financial Inc.

Celestica Inc. (Canada)
Regional Sales Manager

Apr 2000 – Sep 2001

- Was responsible for the production of PCB in the Lucent Business Department
- Completed 'Final Visual Mechanical Inspection' and 'Hand Soldering' certification from Celestica Inc
- Assisted the Manager in supervising PCB repair section during peak production periods
- Assisted the Sales Division in technical aspects in participating / floating tenders

Achievement: Won the contract for PCB production of CISCO worth US\$ 50 Million

Synergy Corporation (Pakistan)
Regional Sales Manager

Sep 1994 – Feb 1999

- Marketed German made Electric Generator Sets and allied switchgear
- Sold Emerson (UK) UPS in Defence and Government departments
- Provided repair and after sale service for different brands of UPS
- Sold Robin and Yanmar pumps in Defence and Government departments
- Managed a profitable machinery rental business division
- Made joint ventures with major leasing companies in securing large orders of machinery leasing
- Prospected and processed future orders and handled Letter of Credit

Achievement: Successfully marketed German Generators (MAN & DEUTZ) and achieved sales targets in a price conscious market



Siemens Pakistan Engineering Co.
Executive Engineer

Jan 1992 – Aug 1994

- Prepared offers, executed orders, clarified technical inquiries and followed-up / coordinated with production and testing department
- Studied product range, specification, basis, parameters, pricing and calculation process
- Monitored assembly and testing of Electric Diesel Generating Sets
- Visited sites for calculations, monitoring installations, commissioning and troubleshooting of Electric Diesel Generating Sets and allied switchgear

Achievement: Successfully supplied, installed & commissioned the Diesel Generating Sets after participating and winning PTCL Tender

EDUCATION

- 2002 Awarded **Broker Certificate (FSU101B)** in '**Financial Services**' from **Seneca College**, Newhamp Campus, *Toronto – Canada*
- 2001 Received Licence of '**Life Insurance & Asset Management**' from **CAIFA** (Canadian Association of Insurance & Financial Advisors)
- 1991 Awarded '**Bachelor of Engineering**' **Major in Electrical** from **N.E.D. University of Engineering & Technology Karachi – Pakistan**

PROFESSIONAL TRAINING

- Three-Day Workshop on 'Industrial Safety & Accident Prevention' from Into Canada Inc.
- Two-Day Workshop on 'Team Work, Getting People to Work Together' from Celestica Inc.
- Six months training in 'Engineering & Software Department' from Siemens Pakistan
- Six months training in 'Drives & Standard Products' from Siemens Pakistan

Holding a valid UAE Driver's License

