

Muhammad Saad

Regional Sales Manager



Ambitious and results oriented sales professional of solid project sales experience in GCC. Well versed in sales life cycle phases right from lead generation, presentation, follow up and closing; skilled negotiator, strategist with ability to building goodwill & increase repeat referral businesses.

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United Arab Emirates / OMAN

30 June, 1991

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WORK EXPERIENCE

Sales Manager

OMAN & QATAR Region.

01/2020 – Present

GIBCA LTD.

UAE/OMAN

Accomplishments

- GIBCA LTD. CO. is an established manufacturer and supplier of premium décor products for finishing construction projects and spread out its operations over the entire Middle East and North Africa, associated with major commercial, hospitality, educational and healthcare developments projects.
- Boosted average annual sales by 25% through effective leadership of sales team!
- Increase demand of product range in Oman & Qatar!
- Understood the client needs and handled the negotiation process!
- Extensive knowledge of supply chain management related to construction and facilities management activities!
- A dedicated approach to complete the whole coordination process, from specification to final delivery and beyond!

EXPERTISE

- Persistence & self-motivated!
- Strong contacts with Consultants and Contractors!
- Business Acumen!
- Knowledge of buyer's psychology!
- Fond experience in Business Development!
- Strong product knowledge!
- Perfect communication and negotiation skills!
- Strategic team leader!
- Relationship building!
- Audience Mapping!
- Market strategy!
- Ability to take initiative!
- Ability to remain calm under pressure!
- Took ownership of the full sales cycle from generating leads, demonstrating the product, pricing, negotiation, and closing!

EDUCATION

Masters of Business Administration (MBA)

Michigan University / USA.

09/2013 - 03/2015

UAE Campus

Bachelor of Business Administration (BBA)

International Islamic University.

08/2009 - 06/2013

Islamabad, Pakistan

Business Development Executive GCC

03/2014 – Present

GIBCA LTD.

UAE/OMAN

Accomplishments

- Successfully secured more than AED 37 Million worth of sales in UAE, KSA, OMAN, QATAR, KUWAIT & BAHRAIN region!
- Developed and implemented new marketing and sales plans and defined the strategy for each quarter in a financial year!
- Planned, supervised and coordinated execution of marketing strategies!
- Lead sales team for achieving the expected sales assigned territory!
- Major Landmark projects in entire GCC specified and executed!

Authorized Business Administration Manager OMAN

03/2019 – Present

GIBCA LTD.

OMAN

Accomplishments

- Planned and coordinated administrative procedures and systems and devised ways to streamline processes!
- Ensured the smooth and adequate flow of information within the company to facilitate other business operations!
- Organized and supervised other office activities (recycling, renovations, event planning etc.!

LANGUAGES

ENGLISH



ARABIC



URDU



HINDI



Sales and Marketing Executive. UAE

03/2014 – 04/2015

GIBCA LTD.

UAE

Accomplishments

- Have worked closely with the sales team to develop sales tools! Initiated, negotiated and signed-on new national and regional customers!
- Increased brand awareness and established new customers!
- Generated leads and cold call prospective customers!

INTERESTS

Philanthropy

Healthy living

Travelling

AI

Sustainability

Driving

Major GCC Projects Specified & Executed through GIBCA Furniture:

UNITED ARAB EMIRATES.

- DUBAI MUNICIPALITY
- NATIONAL FOOTBALL STADIUM AT ZAYED SPORTS CITY
- ABU DHABI PALACE
- WARNER BROS, ABU DHABI
- SHEIKH KHALIFA MEDICAL CITY, AJMAN
- AL NOOR HOSPITAL REFURBISHMEN, ABU DHABI
- THE ONYX DEVELOPMENT, DUBAI
- DUBAI MALL
- DEWA ACADEMY
- DUBAI INTERNATIONAL AIRPORT
- MAKTOUM INTERNATIONAL AIRPORT
- COMMAND MILITARY WORKSHOPS, ABU DHABI
- DUBAI WORLD TRADE CENTRE
- EMIRATES FLIGHT CATERING
- JUMEIRAH BEACH HOTEL
- MOHAMMED BIN RASHID UNIVERSITY, DUBAI
- JAFZA SOUTH – DESIGN & BUILD
- ZERO 6 MALL AT JURAINA, SHARJAH
- MINISTRY OF INTERIOR, UAE
- RAK MEDICAL & HEALTH SCIENCES
- HYATT REGENCY DUBAI CREEK HEIGHTS
- EMIRATES FLIGHT CATERING, DUBAI

QATAR.

- KHALIFA STADIUM, DOHA – FIFA WORLD CUP 2022 STADIUM
- AL-THUMAMA STADIUM, DOHA – FIFA WORLD CUP 2022 STADIUM
- ASPIRE ZONE, DOHA
- QATAR OLYMPIC SPORTS MUSEUM, DOHA
- INTERNAL SECURITY FORCES CAMP, DOHA
- COLLEGE OF ENGINEERING – QATAR UNIVERSITY
- COLLEGE OF PHARMACY – QATAR UNIVERSITY
- STUDENT AFFAIRS BUILDING – QATAR UNIVERSITY
- MALL OF QATAR, AL RAYYAN
- NEW DOHA PORT
- AL BIDDA PARK, DOHA
- QATAR PETROLEUM
- DOHA FESTIVAL CITY
- DOHA OASIS
- ABOU HAMOUR DOHA MALL
- QATAR FACULTY OF ISLAMIC STUDIES.

KUWAIT.

- AL ADAN HOSPITAL
- KFH HEADQUARTER
- AL AHLI BANK
- MOVEN PICK HOTEL & RESORT AL BIDAA KUWAIT
- MINISTRY OF JUSTICE

BAHRAIN.

- IKEA BAHRAIN
- CARDIAC CENTER, AWALI BAHRAIN

OMAN.

- MRO AND CARGO FACILITIES AT MUSCAT INTERNATIONAL AND SALALAH AIRPORTS
- DHOFAR BEACH RESORT
- KEMPENSKI HOTEL AND HOTEL APARTMENT
- SARAYA BANDAR JISSAH
- AL MOUJ – MUSCAT
- ROYAL AIR FORCE