



CURRICULAM-VITAE

Mr. THAMEEM AHMED

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Acknowledged for well defined understanding of the business technology interface and capacity to "identify clients and align clients". Emerging technology needs with products and services. A successful and diverse background spanning technical, operational management, Business development management, purchase and Marketing, business development service delivery and disciplines underscores expertise in engaging decision makers and devising winning sales strategies and solution.

Uncompromising ethics and transparent communication underpin business focused value proposition that leverage competitive advantage via top quality service .Skilled in optimizing team dynamics ,uniting diverse agendas to a common goal, and harnessing strategic and operational drivers to delivery results

Nationality: Indian

Gender : Male

Religion : Muslim

D O B :- 01-11-1979

Marital Status: Married

Visa Status:

Transferable visa

Languages Known

Arabic, English, Hindi

Urdu & Malayalam

Driving license:

FULL CLEAN DRIVING
LICENSE

Hobbies

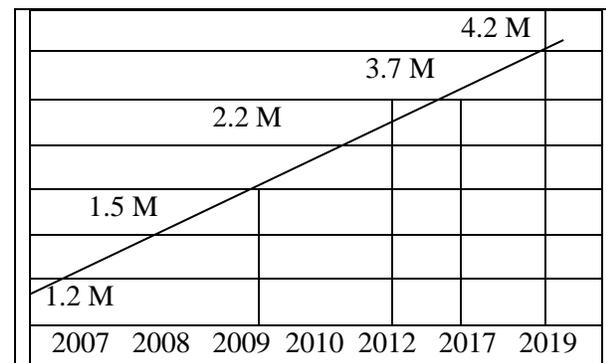
Reading Books,
updating the
professional knowledge,
listening to music,
traveling.

VALUE OFFERED:

- Business Drivers and Technological alignment
 - new business pipeline
 - Executive level Engagement
- Vendor relationship Business development
 - Strategic alliance
 - contract negotiation
 - Infrastructure proposal
 - Profit maximization
 - System Integration
- Enterprise, corporate and client management
 - Financial/ Budget/P&L control
 - Staff Recruitment
 - Stock And Inventory control
 - Merchandizing
 - Quality assurance

Bench Marks And Milestones:

- Distinguished for developing a qualified pipeline of 2 million AUD for business line.
- Won the largest new outsource service contract in volumable's history that later used as the managed-service flagship and Reference Company, these resources used for new pipeline of production.
- 2007/2008 incorporated two new fresh line of production.
- Gained Superior business development performer, Accomplishing 65% sales to budget from a zero-base in 24months of time.



- 2009-Established Regulatory requirement system for the organization, called as HACCP system, including renovation of organization,
 - Started a new outlet in 2018 having a turnover of 1.1 million per annum.
- Added two more ovens for production due to market demand in items which supply.

PROFESSIONAL EXPERIENCE :

Operations & Marketing / Purchasing: **Company A: Shehzad Group of Restaurant, Dubai** **Period: One year “2000April-2001March.**

- Advised and coordinated with other departments throughout the restaurant regarding purchasing projects and potential bids.
- Solicit bids, secure written and telephone quotations from vendors, analyze bids, perform value and cost analysis and select products and vendors consistent with existing policies and procedures and assist other staff members in doing the same.
- Monitor order and contracts for compliance and performance; recommend cancellation of orders and contracts for non-compliance and non-performance.
- Manage the performance of Purchasing clerical functions, including routine correspondence, vendor list preparation, vendor applications and updates, bid and specification preparation, compilation of surplus equipment lists, and contract and records files maintenance.
- Developed source agreements that contributed to increased profits by standardizing contracts and improving purchasing programs.
- Negotiate long-term agreements and programs with key vendors, generating profits in annual savings.
- increasing sales and profits by offering consumers more cost effective products with higher profit margins Draft bid specifications and requests bid proposals from vendors.

Sales & Marketing Manager: **Company B: Sabah Automatic Bakery, Sharjah** **Period: 2003 Dec to Jan 2005.**

In charge of devising, developing and implementing strategic marketing and operational plan for the bakery industry. Analyzing industry strength and logos .training the staff on targeted client base development .implement new polices and revise process, as needed to improve the operational efficiencies of the organization.

- Marketing and Brand initiative: developed trust, respect and integrity for the organization, through marketing activities.
- Staff Development: Focused sales team efforts on qualification of high yield prospective clients, as opposed to random client capture, leading to increase in number of clients with less time commitments,
- Information management : implemented new format for prospect that streamlined reporting function and represented 100% improvement in reporting format.

Purchasing In charge:

Company C: Al Madeena Automatic Bakery, L.L.C. Ajman

Period 2005 April to February 2011.

- Maintained a high profile in the professional and business communities.
- Skilled in cold calling, consultative selling, negotiating contracts, forming alliances and partnering with others.
- Built pricing opportunities to encourage repeat sales.
- Pursued long-term account strategy that maximized profits and assisted in cultivating long-term relationships with the appropriate decision makers.
- Monitored new account success by contacting customers at scheduled intervals.
- Ensured customer program satisfaction.
- Assessed performance by location through audit reports.
- Supported other promotional programs including, but not limited to: reactivation, retention, leads and knowledge based marketing programs.
- Provided management with suggestions for improving volume, market /sales share and price levels.
- Monitor order and contracts for compliance and performance; recommend cancellation of orders and contracts for non-compliance and non-performance.
- Manage the performance of Purchasing clerical functions, including routine correspondence, vendor list preparation, vendor applications and updates, bid and specification preparation, compilation of surplus equipment lists, and contract and records files maintenance.
- Developed source agreements that contributed to increased profits by standardizing contracts and improving purchasing programs.
- Negotiate long-term agreements and programs with key vendors, generating profits in annual savings.
- Increasing sales and profits by offering consumers more cost effective products with higher profit margins Draft bid specifications and requests bid proposals from vendors.

Business Develop. Manager / Food Safety Trainer:

Company D: Safe Hand Foodtech Consultants, Dubai

Period 2011 march till may 2013.

- Monitored new accounts success by contacting customers at scheduled intervals.
- Keeping good relations with existing customers and new clients.
- Developing the company into new heights with reputed clients.
- Giving trainings to the food handlers to motivate and build up better service.
- Conducted Gap Analysis for food industry to develop the Food safety system and Quality management system.
- Assisting in Implementing HACCP and ISO standards to the manufacturing and catering companies.
- Marketing and Brand initiative: developed trust, respect and integrity for the organization, through marketing activities.
- Conducted site audits to well known hotels and restaurants in UAE,OMAN & BAHRAIN.
- Under taken trainings in Basic Food Safety/ Awareness for food related industry.
- Under taken projects in HACCP and ISO, conducted trainings on food safety in U.A.E and MIDDLE EAST.

Operations Head :

Company C: Al Madeena Automatic Bakery, L.L.C. Ajman

Period 2013 May till now.

- Managing a team of approximately 350 employees in a busy work environment with 86 van in sales.
- Ensuring the growth of the company with improvements in gross profit % to higher.
- Negotiating contracts, ensuring that they balance value and risk.
- Establish and implement departmental policies, goals, objectives, and procedures.
- Creating, managing and analyzing performance data and other information.
- Ensuring that capacity and capability are continually planned.
- Encouraging, identifying and developing best practice strategy.
- Ensuring compliance to all Environmental Health & Safety goals & objectives.
- Producing Operations manuals which define how the business is to be run.
- Working closely with the Operations Manager, Financial Manager, Facilities Manager, IT Manager, Sales Manager & HR department.

PROFESSIONAL QUALIFICATION:

- Post Graduate Holder in MBA with marketing specialization; 2007(Affiliated to M.G.university,Kerala,India)
- Graduate in BBA ; 2003(Affiliated to Calicut university, Kerala ,India)
- Oxford Level of school, 2000 Dubai (Higher secondary).

APPROVALS & ACHIEVEMENTS

- Approved Trainer for Food Safety and consultant from DUBAI MUNICIPALITY.
- Approved Trainer for Food Safety, Awareness and consultant from AJMAN MUNICIPALITY.
- Approved Trainer for all format in Food Safety and consultant RAK MUNICIPALITY.
- Approved Trainer for all format in Food Safety and consultant FUJAIRAH MUNICIPALITY.
- Approved Trainer for all format in Food Safety and consultant HABC, UK.

TRAININGS :

- Basic food hygiene Training (March 2011)
- HACCP awareness Training (April 2011)
- HACCP Implementation Training (June 2011)
- Advance Food Hygiene Training (HABC,U K) (December 2011)
- Person in charge (PIC'3) Training (HABC,U K) (January 2012)
- ISO 9001:2008 Internal Auditor Course(SGS) (January 2012)
- Internationally Approved Trainer (HABC,U K'2012)

COMPUTER SKILLS:

Proficient in Microsoft Word, Excel, Tally, Quick Books, Customized ERP, Power Point and Access Basic Knowledge of Computer peripherals & Hardware.

REFERENCE:

Personal and Professional References would be provided upon request.

DECLARATION:

I hereby declare that the details given above are true and correct to the best of my knowledge and belief.

Date: 15-08-2020