# C:\Users\razhardy\Desktop\Numan\Untitled-1555.jpgHUSSAIN ABBAS

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**Email abbash68@yahoo.com**

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| **Personal Profile** |

I am an extremely determined, motivated, goal-oriented individual. I have a pleasant personality and am known for my persuasive skills. I am a team player and work well co-operating with others. I have always been a positive addition to any group and strive to achieve all the objectives of the team. I am dependable, trustworthy and put everything into my work and appreciate the importance of responsibility. I possess good interpersonal, good customer service and sales skills. I am open to different/diverse points of view and have excellent problem-solving skills. I am an extremely friendly, positive, optimistic and well-spoken individual and a peoples’ person. I have the inherent ability to fit into any surrounding very smoothly.

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| **Experience** | | |
| **March – 2018 -nov-2019** | Sales & Marketing Manager  STEEL DIVISION  Fire Rated & Non Fire Rated  Steel Door Products  Security Steel Door Products  Security Steel Fencing  Engineered Steel  Stainless Steel Works  Structural Steel Works | **EAGLE STEEL INDUSTRIES HFZ**  **www.eaglesteel industries.com** | |
| **Duties:**  Basic responsibility to generate the new sales Demonstrating the company products to the consultants and clients Getting the products approved by the consultants Visiting the construction sites, identifying the new requirements and execute the sales Source out and negotiate the clients for the sales Maintaining effective business relationship with the customers Able to coordinate multiple projects and meet deadline under pressure Maintaining the sales report and update the management on daily basis | |
| **April – 2017 – February - 2018** | MEP & Drainage Accessories  **Senior Sales Executive**  **CONSTRUCTION PROJECT SALES**  **UAE AND GCC-projects-sales,**  **Uae and gcc** | **MISSION BUILDING MATERIAL TRADING FZCO**  [**www.missionfz.com**](http://www.missionfz.com) | |
| **Duties:**  Basic responsibility to generate the new sales Demonstrating the company products to the consultants and clients Getting the products approved by the consultants Visiting the construction sites, identifying the new requirements and execute the sales Source out and negotiate the clients for the sales Maintaining effective business relationship with the customers Able to coordinate multiple projects and meet deadline under pressure Maintaining the sales report and update the management on daily basis | |
| **March – 2015 – January 2017** | **Marketing Manager**  **CONSTRUCTING &CONTRACTING**  **PROJECT SALES ,QATAR AIRPORT**  **PROJECT SALES,OIL&GAS** | **BIRNINGHAM STEEL FABRICATION L.L.C**  www.birminghamsteelfab.com​  **Duties:** Industrial & Infrastructure steel Fabrication, Pressure vessel, Warehouses, Storage Tanks, Waste collection equipment’s, Installation work, TENTS & FABRIC SHADES LLC | |

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| **March-2014 – February - 2015** | **Marketing Executive**  **WATER TREATMENT PLANT SALES WAIST WATER COLLECTION**  **PROJECT SALE** | **Sigma Engineering L.L.C**  [**www.Sigmaengg.com**](http://www.Sigmaengg.com) |
| **Oil & gas**  ***Steel and stainless steel Doors and Frames****either****Fire or Non Fire Rated****, Steel Doors and frames* |
| **Duties:** Industrial & Infrastructure steel Fabrication, Oil , Gas , Pressure Tank, Vessel Tank, Warehouses, Cranes, Ducts/Chutes and Storage Tanks ro-kit, stp plants | | |

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| **OCT-2013 – FEB- 2014** | **Sales Executive**  **Steel Division** | **S.S International JLT, Dubai UAE**  **Oil & gas** |

**Duties:** Allow Steel Plate Project sales

Building Materials (Plywood – Timber – Steel – Tiles) BUILDING MATERIALS

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| **Sep 2010 – Jan 2013** | **Sales & Purchase Executive**  **CHEMICAL CONSTRUCTION-**  **OIL &GAS** Steel Pipes & Tubes Sales | **PACO General Trading LLC, Dubai UAE**  **Duties:** Dealing with Chemicals, Swimming pool chemical, Steel, galvanize &**building materials deform steel .cut &bend**  **Oil & gas,** rods, hot rolled plated, hot rolled coils, HRC, hot rolled sheets, HRS, hot rolled strips etc.) |

**Duties:** Worked as a senior sales executive, deals with **building materials**, deform steel bars, coils, plain wire rods, deformed in coils, BRC welded wire mesh, and metal roofing/metal decking system. Also dealt with Z& C purling, sheet piles, hot rolled coil/plates, hot dip galvanized coils/plates, HR round bars, etc.

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| **2009 –2010** | **Operations Controller Sales** | **Mideast Metals Cold Steel World, Jebel Ali Free Zone, U.A.E OIL & GAS** |

**Duties**: Work as a Operations Controller in sales and deals with products like stainless steel, coil products sheets, hot and cold rolled etc

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| **1995 –2008** | **Operations Supervisor** | **Edgen Murray International Metal, Jebel Ali Free Zone, U.A.E, OIL & GAS** |

**Duties**: Worked as an Operation Supervisor, supply high carbon steel oil & Gas companies & Marine Companies U.A.E. & G.C.C.

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|  | Construction / Engineering / Cement / Metals, Oil and Gas / Power / Infrastructure / Energy |

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| **Education** |

**1989-1991:BSc. Bachelor of Science, University of Karachi,**

**Subjects: Physics, Chemistry and Maths, 2nd Division**

**1983-1985: Higher Secondary Certificate** (HSC), Govt. Foundation Science College, Karachi, Pakistan.

**Subjects: Physics, Chemistry and Maths, 2nd Division**

**Computer Diploma in MS-Excel** from Aptech,

**Other Courses:**

* **Attended Awareness Training Course on ISO 9000, Feb,1999**
* **Basic First Aid (Adult & Pediatric) from International Hospital, Jebel Ali Free Zone, U.A.E, Aug 2008**
* **First Aid Medical Training Course from St John Ambulance in Dubai, 2002**
* **Basic First Aid and CPR course from American safety and Health Institute**
* **First Aid Firefighting Training course conducted by D.P.A Fire Brigade, May, 2000**

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| **Skills** | |
| **Skills** | * Excellent Communication and Co-ordination Skills * Excellent Customer Services Skills * The ability to solve work problems logically, and make decisions appropriate to the level of the post. * The ability to respond positively to changes in the working environment and to deal effectively with work pressures * To work effectively as part of a multi-disciplinary team. * Self-motivated with the ability to use initiative. * Persuasive skills and coaching skills * Committed to continuous improvement. |
| **Experience and Skills in Hand** | * Quality Assurance Procedure * Stock Control and Inventory Verification * Product Identification and Traceability * Equipment Maintenance * Inspection, Testing & Certification control * Control of Non-Conforming Product * Handling, storage, packing, press & delivery * Training new staff * Experience and skills for Import/export documentation, arranging customs/port clearance for shipment of products and handling documents related to Chamber of Commerce. * Experience and skills for transport coordination for Shipments of products from/ to the port/yard |
| **Computer Skills** | * Windows 98/2000/XP * Emails/Internet |

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| **Further Information/Interests** |

* Holds a U.A.E Driving License valid till 2023
* Experience of Sales and Marketing Jobs.
* Proficient in English, Urdu and Hindi
* Played Cricket for school/college cricket teams and led them in interschool/inter college tournaments.