

# MOHAMMED MOHIE

Dubai, UAE

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**Date of Birth:** 26th August 1978

**Driving License:** UAE & Egypt Driving License

**Languages Known:** English and Arabic (Native)

**Residency Status:** UAE Resident

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## PROFESSIONAL SUMMARY

A Business Development Professional fluent in Arabic and English with 17 years of extensive experience in the management of high-end Fit-out projects, Building material works, Solar System Solutions, LED lighting, Generators & Construction industry in the UAE market. I operate both on a client facing and contractor basis. I am seeking a position at an established company where I will assist in growing the business by closing deals, generating new leads using my network as well as insuring a smooth relationship with the client portfolio. I regular worked with Government Entities projects (DEWA, SEWA, FEWA, ADNOC, TRANSCO, MOID, Dubai-Sharjah-Fujairah, Abu Dhabi Municipalities) related to consulting & construction fit out, villa constructions and complete turnkey solutions.

## SKILLS

- Business Strategy and Operations
- Project Management
- Business Development & Revenue Growth
- Turnkey Solutions and Fit-Out
- Interior Designing-Retail, Office, Restaurant, Villa
- Excellent Communication and Negotiation
- Construction, Paint, MEP
- Lead Generation and Networking
- Team Building & Leadership
- Customer Services Management

## WORK HISTORY

**Business Development Manager**  
**SharafDG Energy, United Arab Emirates**

**Sep 2019 to Open**

**Company Profile:** A UAE-based solar energy developer with market expertise in lighting and retrofitting solutions, geared with sustainable solutions, and aimed to maximize savings potential and lower carbon footprint.

### Responsibilities:

- Working as Business Development Manager for Project & Retail Business across GCC, Pakistan and Africa Region. **(LED Lighting, Generators, Solar System, Smart Connected Lighting & Electrical Products)**
- Managing Annual Operating Plan and P&L target for the division
- Formulating Go to Market strategy, defining product, pricing, positioning & developing strategy
- Managing and developing new Key Accounts and new markets across region
- Developing customers network across UAE & GCC (B2B, whole sellers, traders, Architects, MEP Contractors)
- Building up Suppliers Network and Brand Portfolio for the Energy Division
- Overseeing retail coverage and showroom operations across GCC for relevant division products

**Business Development Manager**  
**Ashler Contracting LLC, United Arab Emirates**

**Mar 2017 to Aug 2019**

**Company Profile:** A UAE-based building contracting company offering contracting services for commercial and residential projects in the country, along with turn-key solutions and end to end project management.

### Responsibilities:

- Establishment of the company as a new contractor in Sharjah
- Identify market trends, requirements and actors
- Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures.
- Responsible for developing and implementing various business strategies for the improvement of the firm
- Generated new business and long-term account opportunities through prospecting and cold calling
- Tender collection and negotiation; Debt and payment collection
- Follow up on all tenders internally and externally
- Attend industry functions, events, and conferences
- Responsible for all governmental authorizations required (SZHP, Municipality permits)

**Business Development & Operation Manager**  
**Mannat Group Interior Design & Fit-Out, United Arab Emirates**

**Mar 2015 to Jan 2017**

**Company Profile:** A reputed interior design and fit-out company based in UAE, offering turnkey solutions for diverse industries in the country.

**Responsibilities:**

- Following up new business opportunities and setting up meetings.
- Planning and preparing presentations.
- Communicating new product developments to prospective clients.
- Overseeing the development of marketing literature.
- Providing management with feedback, Writing Reports.

**Business Development Manager-Construction & Fit-out**  
**21International, United Arab Emirates**

**Jan 2013 to Feb 2015**

**Company Profile:** A building construction and fit-out company based in UAE, offering end-to-end contracting solutions for diverse industries, and specializing in turnkey fit-out services.

**Responsibilities:**

- Liaison with clients and coordination with architects, designers, engineers, commercial, planners, specialist suppliers and contractors
- Managing fast-track construction and fit-out of high end retail outlets, villas, hotels, hotel apartments and private residences
- Planning, scheduling & evaluating progression Reviewing design and overseeing drawing production. Coordination with the architects.
- Planning, scheduling & evaluating progression; Construction site supervision
- Specifying the nature and quality of materials required.
- Advising the client on Automation Systems (HLG Contracting and Al Fajer Establishment Automation Construction Solutions and hardware tool trading), Manpower management & problem solving.

**Sales Manager**  
**ADBOX - Aldar properties, Abu Dhabi, United Arab Emirates**

**Dec 2009 to Dec 2012**

**Company Profile:** Aldar properties is a premier real estate development, management and investment company headquartered in Abu Dhabi, UAE. It focusses on sustainable development of commercial, residential, retail, hospitality and leisure projects across UAE.

**Responsibilities:**

- Proactively initiated and engaged sales calls to new prospects.
- Closed new business deals by contacting potential customers.
- Developed and delivered the business plans through carrying out research.
- Provided assistance in the development of annual sales goals.
- Assisted in the completion of monthly targets.
- Building referrals and lead generation network

**Art Director**  
**Orange Square Interiors, Cairo, Egypt**

**Sep 2000 to Aug 2009**

**Company Profile:** A reputed interior design company in Egypt, operating a state-of-the-art 'Art Gallery' and catering to the interior design projects in the local market.

**Responsibilities:**

- Responsible for the complete business operations of the Art Gallery.

**PROJECTS**

- Al-Arif Contracting Co LLC. Project value: AED 2,000,000
- Al Oroba Contracting Co LLC. Project value: AED 500,000
- Al Tayer Group, Aati Contracts, Burj Al Arab Project value: AED 1,200,000
- Al Wasl Property Developer Project value: AED 700,000

- Al Wasl Property Developer. Project value: AED 450,000
- Mugg & Bean Cafe Interior fit out. Project value: AED 600,000
- Khatib and Alami Consolidated Engineering. Project value: AED 1,200,000
- Al Fujairah Chamber of Commerce. Project value: AED 300,000
- Astoria Hotel. Project value: AED 1,800,000

## **EDUCATION**

**Bachelor of Arts**, *The University of Ain shams, Cairo, Egypt* [Aug 2000 to Jun 2004]

## **HOBBIES**

- Tourism & travelling (15+Countries in Europe, India, MENA & West Asia)
- National Rowing Player, Egypt
- Reading, Socializing

## **DEPENDENTS**

NONE

## **REFERENCES**

1. Mr. Kashif Iqbal (Senior Manager in Sharaf), Contact: 0506605175
2. Mr. Arjun Kumar (Senior Manager in Ashler), Contact: 0585021111