

Naeemuddin Meyo

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AREAS OF EXPERTISE

Communication Networking Solutions Sales, Industrial Networking design & Sales, Channel Sales Management, Corporate Sales, Product Development (Fiber optic & Copper cabling systems & industrial Ethernet Switches, CCTV, passive networking Products), Tenders Bidding and Trade Shows

CORE SALE PROFICIENCIES

- 20+ as top producing inspirational sales professional in Communication Networking industry (copper & Fiber optic) for projects & products.
 - Aggressive, dynamic and results-oriented senior sales person with a solid knowledge in sales administration, Channel sales management, Networking solutions selling, business operations and customer relations.
 - Self-starter, excellent presenter, sound negotiator with high ethical standards.
 - Able to effectively maximize sales for profits and growth. Proven ability to be player of a winning sales team and develop great business relations that consistently exceeds corporate objectives.
 - Ability to build top producer sales team, leadership quality and very effective communication skills in English, Arabic and Urdu.
 - Broad international experience & market knowledge of GCC countries market. Specifically UAE, KSA & Qatar.
 - Extensive product sourcing Expertise from leading manufacturer.
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EMPLOYMENT HISTORY

Smartix International FZCO, Dubai, UAE

Feb. 2015 – to date

General Manager

Smartix International FZCO is communication product distribution company.

- From establishment of Smartix Int'l, I accepted position to take up company from scratch, selected products and vendors by using existing connections.
- In two years' time signed distribution agreement with leading manufacturer of cable installation equipment, Ethernet switched and structured cabling system for UAE & other GCC countries as exclusive distributor.
- Achieved first year sales target.
- Introduce new products in UAE market related to new cabling techniques like blown fiber systems for OSP & in-building.
- Organized training for system integrators those are in agreement with regional telco operator and participated in exhibition (GITEX & INTERSEC) with respective vendor.
- Overall responsible for complete business activities, i.e. selection of product to include in company's portfolio, hiring sales team. Forecasting and budgeting, assigning sale quotas and setting up yearly target.
- Follow-up and implement procedures and strategic plan which been set as per company's mission & vision.

Intelligent Telecommunication Systems (ITS), UAE

Dec. 2004 – Jan. 2015

Sales Manager

- Joint to start ITS Sharjah Branch, first branch after Abu Dhabi Head office. 25% of total company's revenue generates in 2006 from Sharjah branch in just 2 years from establishment.
- Exceed assigned target, brought new accounts and significantly expanded existing customer base.
- Secured distinguished clients and projects, i.e. Siemens, Sirti, Areva, Yokogawa, DEWA, FEWA, ADSSC, DUBAL, Saab Rosemount, Discovery Gardens, Qatar pearl (Qatar), CMA Tower (KSA), Dubai Festival City, Salam Street...etc.
- Resource new Fiber optic products and made new ventures with world renowned brands to include in company's product line which increase company's share in market and ability to have solid grip on client.
- Developed channel partners for Fiber Optic cables, Datacom active and passive products, Accessories, cable assemblies, Switches, FO converters in UAE, KSA & Qatar.
- Managing Riyadh branch, KSA accounts and providing support to Qatar branch.
- Collaborate with Engineers, technicians and contractors to implement effective strategies to better meet client requirements and increase sales and market share.
- Create strategic and business plans.

➤ **UAE Coast Guard, Ministry of Defense, UAE**
(*Network Support Professional*) 2000 - 2004

➤ **Four Stars Computer LLC, Dubai, UAE**
(*Sales Engineer*) 1998 - 2000

➤ **Al Maqam Computers, Dubai, UAE**
(*Sales Engineer*) 1994 – 1998

➤ **Rayanco (PVT) Ltd. Karachi, Pakistan**
(*Manager Support Department*) 1992 - 1994

Education/Qualifications:

Academic:

- **MBA – Technology Management** from Chifley Business School (Torrens University - Australia (UAE campus)
- **B. Sc** from University of Karachi, Pakistan in 1990-1991.
- One year (1200 hours) Advance Diploma in "Networking & Computer Maintenance" from Petroman, Karachi in 1991-1992.

Certifications:

- **LANscape Solution Training** from **CORNING Cable Systems** in 2007 Dubai, UAE.
- Techno-commercial training on **CORNING Cable Systems** in 2007 Dubai, UAE.
- Certified Installer of the **HCS LAN Copper & Fiber optic products** in 2006 Dubai, UAE.
- **Structured Telecommunications Cabling** from **SIEMON Cabling Systems** 1999 in Dubai, UAE.
- Pelco Matrix CM9700 configuration Training from Schneider in 2012 Dubai, UAE
- **Network Video Fundamentals** from **AXIS Communications Academy** in 2010 Dubai, UAE.
- MTSC training for **“Industrial Networking”** from **MOXA** in 2010 Munich, Germany.
- MTSC training for **“Device Connectivity”** from **MOXA** in 2010 Munich, Germany.
- MTSC training for **“Industrial Wireless”** from **MOXA** in 2010 Munich, Germany.
- MTSC training for **“Embedded Computing”** from **MOXA** in 2010 Munich, Germany
- **Industrial Network Product training** from **N-TRON** in 2010 Dubai, UAE.
- **MAST** training from **MOXA** on **Industrial Network Product** in 2008 Dubai, UAE.

Membership:

- Bicsi member (Membership # 245836)

Personal

Date of Birth	23 rd May 1969
Marital Status	Married with four children
Languages known	English & Urdu fluently, Arabic average
Interest	Cricket, Reading (industry related) & Tourism

Reference: Can be provided upon requirement.