

Curriculum Vitæ

Shoab Pervaiz

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Objective statement:

I am seeking a suitable sales management position with your organization.

A versatile and confident individual, who has excellent communication skills and experience in marketing and sales. Highly dedicated to staff development and providing an excellent customer service, cost effectively. Highly motivated in achieving company's sales goals and targets. Exceptional leadership qualities, is self-motivated, can work under pressure to meet demanding deadlines while retaining a professional and focused approach.

Summary:

- Result oriented, with outstanding track record in structured and sustainable growth of business in Oman market, managing multiple responsibilities with diverse process industries related to O&G, petrochemicals & power.
- Dedicated and committed professional with extensive technical, organizational and communication skills which are required in challenging and competitive sales work environment.
- Experience of managing large account like PDO, OLNG and ORPIC.
- Proactive and structured approach towards work; meeting customer's expectations and achieving set targets and growth.
- Excellent proven track record in sales (pre & post sales), consulting and management, including various assignments handled individually and as team.
- Setting benchmarks in maintaining direct customer relationships and acted as single point of contact in handling business in the Oman.
- Met and exceeded set sales targets and Triple the revenue in the past 6-7 years.
- Dedicated, innovative and self-motivated team player and builder. Good at learning and implementing new ideas, concepts, methods and technologies.
- Excellent leadership, interpersonal, analytical, and problem resolution skills. Thrive in both independent and collaborative work environments.
- Ability to accomplish goals, effective negotiation skill with potential to inspire and motivate others to take action. Resolves conflict effectively within a team environment.
- Technically competent with experience in taking on site services / challenges. Proficient in the use of various application like CRM and in depth knowledge of DCS, PLC and SCADA software.

Educational Qualifications & Trainings:

- MBA Executive from Strathclyde University Glasgow, Scotland. (Year 2015)
- B.E. (Bachelors of engineering) in Industrial Electronics from NED University Of Engineering and Technology Karachi, Pakistan.(Year 2002-2005)
- Functional Safety Engineer FSE TÜV Rhienland Germany.
- Certified Functional safety Engineer training Exida Canada.
- Miller Heiman Strategic Selling and Conceptual Selling certification.
- Multiple training of Yokogawa products DCS (Centum VP), ESD & FGS (Prosafe RS) and NCS (STARDOM) etc.

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Work Experience:

- Group Leader Sales - Oman
From January 2008 - Till date:

Achieving sales targets, preparing the proposals, interaction with client, make strategies for increasing sales and marketing in region, managing the sales team, public relations and development of sales channels.

Job Responsibilities:

- Key account management, opportunity management and demand creation, working closely with a set of selected Target Account and Potential Target accounts from customer like automation manufacturers, system integrators, EPC contractors and end users in the Oman i.e PDO, OLNG , Duqm Refinery, OMIFCO and ORPIC.
- Managing sales (direct and indirect), meeting and exceeding company set targets. Regular business review with senior management and strategic deployment of new initiatives and plans.
- Managing the sales team in Oman providing individual targets to team. Motivating them to achieve personal targets by in lining them to company overall targets.
- Arranging and attending multiple customer presentations, seminars and conferences.
- Responsibility includes pre-qualification projects, project pursuit, business development, lead follow-up, customers meeting, consultation, design recommendation, solution providing, network optimization, technical support, presentations, live demos and supporting customers on low cost of ownership and build customer confidence.
- Close working relationship with the external business partners and internal organization teams including global account managers, customer service, manufacturing, technical support and senior leadership in the organization for multi million dollars projects.
- Active use of Miller Heiman Strategic Selling methodology in understating customer motivations and identifying the right stake holders at different levels; active use of sales tools like SFDC to keep track on projects in the region, building customer data base and contacts; competitive analysis, positioning & pricing and gathering inside information to share with management to align sales strategy is an integral part.
- Strive to achieve set targets and ensure growth in terms of market share and products/services sales revenue.
- Proven track record in terms of achievements and awards for key Yokogawa values like customers define our success and team work.
- Major projects won Duqm Refinery, ORPIC SRIP, BP Khazzan Phase 1 & 2, PDO Yibal khuff, PDO Amal Steam, PDO Zauliyah Gas plants etc.

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➤ Executive Engineer - UEC Pvt. Ltd.
April 2006 - Dec 2008

- Worked with a leading engineering and instrumentation company and Sole Distributor of Yokogawa in Pakistan

Job Responsibilities:

- Engineering and Configuration of Yokogawa DCS CS3000. Designing of the marshalling cabinet, Wiring schedule and Supervision of local procurement, make work schedules, costing of project and supervision of complete projects.
- Installation and commission of different sites Site visits and surveys of installed base. Engineering and troubleshooting of DCS Centum CS3000 was key responsibility.

Personal Information:

Date of Birth: 28th October 1982; Nationality: Pakistani; Marital Status: Married

References:

Available on request.