**To**

**HRD**



Sub: Application for Suitable position in Sales/Marketing/Operation.

**Dear Sir,**

  An Engineering degree holder with proven records in Sales/Marketing and has 22 years of overall experience in working with EPCs, MEPs, Oil and gas, etc.

As an experienced, senior-level professional with a strong history of driving dynamic product/project sales, managing client relationships, and substantially increasing revenues, I stand to significantly contribute to your objectives in this position.

My experience in identifying new business opportunities, cultivating and maintaining relationships with executive business partners, and spearheading effective sales and market penetration in market. I excel at connecting with key decision-makers and quickly building profitable, lasting partnerships that sustain revenue growth.

Managing business development and relationship management efforts for international/local Company; spearheading account management efforts and cost / risk analyses to achieve optimal client satisfaction.

Evolving new lines of business through account prospecting, market analysis, and client relationships to propel business success and achieve organizational goals.

Conducting dynamic presentations targeted to key decision makers while negotiating profitable contracts and agreements in conjunction with senior management.

A summary of my job profile along with the achievements thereon is enclosed. To tell you more about myself and present my credentials, I request you to give me the privilege of having interaction online or a face-to-face with you.

Thanking you in anticipation.

Sincerely yours.

Ramendra Kumar

Email: ramendra77@gmail.com

Mb: +974 33137698

**RESUME**

**Name**                                    :  **Ramendra Kumar**

**D.O.B**                                       : 01/01/1964

**Present  Address**                 :  Doha, Qatar

**Email**                             : ramendra77@gmail.com

**Phone                                      : +974 33137698,50882229**

**Qualifications**                        :1. **Degree in an Elct Engineering.**

                                                2.**In plant training on Instrumentation**

**3. In depth knowledge of oilfield operations/Services.**

**CORE COMPETENCIES:**

Takes lead on the development of a long-term, strategic relationship with customers to ensure an on-going line of business suited to the company’s ambitions.

Develops & owns overall business strategy for the division to achieve revenue / profit targets, customer development and increased market share.

Strengthens brand recognition for market penetration

**Marketed FANN make lab equipment to Oil and gas sector**.

Excellent International /local Market knowledge.

Operation/Manage Independent Profit Centre.

Strong technical marketing background & deal striker.

Strong analytical and problem-solving skills

Analysing and reviewing the market response requirement and communicating the same to the principals, Business unit heads for coming up with new applications.

Utilizing public information personal network to develop marketing intelligence & generating leads.

Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share matrices.

**Driving License:** Valid Qatari  License.

**Work Experience**

1.**Organization:           Renaissance Trading and contracting.**

**(Oil and gas service company)**

       Headquarter         Doha, Qatar

       Position held         Business Development Head

       Responsibility   Heading Division Operation.

**Job Includes:**

Evaluate & develop new streams for long-term revenue growth, identify prospective clients & generate business. Evolve market segmentation & penetration strategies to achieve targets. Enable business growth by developing & managing service provider, EPC   Contractors, Consultants. Communicate information on corporate initiatives, schemes etc. to channel partners for enhancing performance from their end.   Conduct competitor analysis and market trends.

 Identify the new companies, obtaining agencies, well connected with oil & gas sectors.

  To build new business relationships & Obtain Agenise/JVs.

  Targeting key clients and proposed attractive terms and conditions to close deals.

  Meet and exceed all company set expectations.

  Develop and implement budgets.

  Targeted and developed key accounts, increasing product line sales.

  Set and maintain productivity and quality standards.

  Work directly with sales staff to determine pricing points.

  Ensure the delivery of customer service excellence.

  Handled problems and complaints of clients.

  Assessed performance of personnel under supervision.

  Discussed new ideas and procedures with our principals and Manufacturers.

  Excellent knowledge of Qatar oil and gas market

2.**Organization:           Al-Mukhtar contracting & Trading Co WLL**

**(Infrastructure and oil and gas service company)**

       Headquarter         Doha, Qatar

       Position held         Marketing Manager

       Responsibility   Heading Division Operation.

**Job Includes:**  Heading Divisional operation, Business Developments, Tendering, Import, Logistic, Projects Execution, Procurement, Independent Profit center.

Evaluate & develop new streams for long-term revenue growth, identify prospective clients & generate business. Evolve market segmentation & penetration strategies to achieve targets. Enable business growth by developing & managing service provider, EPC   Contractors, Consultants. Communicate information on corporate initiatives, schemes etc. to channel partners for enhancing performance from their end.   Conduct competitor analysis and market trends.

 Identify the new companies, obtaining agencies, well connected with oil & gas sectors.

**Major Project done  :** i ) Obtained agency, Forming JV and jointly worked on this Project.

  Job profile: Offshore Geotechnical investigation using vessel

**Our International Partner**:

**Asian Geos, Malaysia,**

**Gardilne Geosurvey Ltd .UK.**

Project value QAR 28 Million

               Client: QP

ii) **Al Darwish** **Engineering**: Four schools ,Supply and Instillation of Lab Equipment.

Project Value : QAR 5 Millions.

**Key sales accounts**:      QP, RasGass, Schlumberger, Halliburton, NPCC, GDI, Petrochemicals.

**Duration: 2013-2018**

3.**Organization:           OITC GROUP WLL, Qatar.**

**(Trading oil and gas))**

       Headquarter         Doha

       Position held         Asst**.**Manager (Business Development)

       Reporting              HOD

       Responsibility   Independent charge of handling Business Development, Exploring new business , Tendering, sourcing & Importing, Logistic in Oil and gas sector, Tendering,

Project marketing.

Evaluate & develop new streams for long-term revenue growth, identify prospective clients & generate business. Evolve market segmentation & penetration strategies to achieve targets. Enable business growth by developing & managing service provider, EPC and FEED Contractors.

**Duration 2007-2013**

4.**Organization                  HSB Group, Khartoum, Republic of Sudan(AFRICA)**

**(Oil and Gas service & Trading/ equipment supplier)**

HSB Group of company   is a leading   supplier Petroleum equipment, Lab Equipment, to Process and Oil Companies, etc.

       Headquarter         Khartoum

       Position held         **Manager Marketing**

       Reporting              Director

       Responsibility       **Sourcing, Marketing Scientific instruments, Up Stream, Test & Measuring Instruments& Process equipment**) Managing a team and achieving group targets, Job involves, Sourcing of Materials, obtaining dealership, Products sales, visiting customers, proposing technical solutions, preparing commercial offers, and negotiating prices, commercial terms and contracts.  The position is an important interface between the organization and the customer.

***Product range****:   Process control instruments, Scientific Equipment, Equipment, Oilfield instruments, Drilling fluids, Chemicals.  Down hole equipment, Process instruments.*

***Reason for leaving****: Due to an embargo imposed by the USA on Sudan, we were finding difficult to import or source materials, finally company decided to close the oil and gas equipment sales department.*

**Duration: 10 August 2006 to June 2007**

5.    **Organization             N I L Limited, India**

**(Wire Line/Seismic Survey   Service Provider)**

This   is a growing E &. P company leading   service provider for Industrial analytical instruments, and Petroleum equipment, Lab Equipment to National Oil Companies, OEMs, etc.

       Headquarter         Delhi.

       Position held         DY. Manager, (Project) India

       Reporting              Director

Responsibility:             **Project Marketing and Installation and commissioning of Petroleum equipment, Test & Measuring Instruments and services.**

Managing a team and achieving group targets, Preparation of Tender documents, Attending Pre-Bid conference, Bid Opening, Managing Dealers, customer requirements, proposing technical solutions, preparing commercial offers, and negotiating prices and commercial terms and contracts.  The position is an important interface between the organization and the customer. The position is an important interface between the organization and the customer. It requires a thorough understanding of the market, trends, and price.

***Product range****:  FANN Lab equipment ,Oil field Services/equipment, Process control Instruments, Upstream equipment, Casings, Pipes, valves, Electrical Test and Measuring Instruments.*

**Duration:                           July-2001 to August-2006**

6.    **Organization       :     Steelage Industries Ltd. (Minimax system division) – Chennai, India**

       Headquarter         :     Mumbai

       Position held         :     Engineer (Project sales)

       Reporting              :     To Manager

       Job Responsibility      :**Marketing/Sales  of** **Fire Protection system, Fire detection system and Access Control System,** Tendering ,detail engineering of the project, estimation and costing of the project, implementation, and execution of the project.

**Duration               :     January 1997 to July 2001**

7.    **Organization       :     Nagman Instrument and Electronic Pvt. Ltd.  – Chennai, India**

       Headquarter         :     Chennai

       Position held         :     Sales cum Service Engineer

       Reporting              :     To Sales Manager

       Job Responsibility      :

**Sales and Installation of** Process Control and Test & Measuring Instruments in various Petroleum and Process industries.

Product Range: Test & Measuring equipment, Gas Analyzers, Moisture Analyzers, Pressure & Temperature calibration range of product, test benches, Sensors.

**Duration               :     September 1993 to December 1996**