



Talat M. Mohammed

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Highly self-motivated Sales/Marketing/Business development professional with total experience of 17 years in oil and gas field handling diversified products and rich in leadership qualities.

PROFESSIONAL SNAPSHOT

ARAB GULF PEARL TRADING EST.

March 2017 till Present

- (Oil & Gas Division Manager – Procurement & Sales), Abu Dhabi, UAE

Al Shoumoukh Group

April 2007 to Feb 2017

- Business Development Manager – Abu Dhabi, UAE

Al Nasr Chemicals Manufacturing (Egypt Military)

Jan 2002 to Oct 2004

- Chemical Engineer –Fayoum City, Egypt
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CORE COMPETENCIES

- Responsible for complete Procurement & sales and marketing activities for the assigned overseas territories (GCC Countries, Middle East & North Africa).
- Instrumental in handling the products like Mud Chemicals, Pipes & OCTG, Valves & Piping Material , Pumps , Centralizers & Casing accessories , Rig & jack up barges, NDT inspection & advanced Inspection technologies , CORE analysis and Scal Studies
- Capable of handling any type of products and willing to learn and adopt for new changes especially in oil & gas field.
- Leading a complete unit as a successful profit center. Administration of the entire Office for smooth day to day activities.
- Handling & Liaison with International Principals for product requirements, Pricing and other supports.
- Expertise in the field of Sales, Marketing, Dealer management, handling Institutional / Contracting companies / consultants.
- Planning, organizing and implementing sales programs & strategies, product launch and conducting product presentations / Seminars to the Clients for achieving repeated business.
- Initiate & develop relationships with key decision makers for business development.
- Identify prospective clients from various sectors, generate business from the existing, and thereby achieve business targets.
- Keep up-to-date with market trends and developments in the industry.
- Associating & developing the channel partners and agents to ensure maximum visibility/ coverage in the market.
- Cementing relations with the network associates & imparting continuous training to them.
- Developing distribution strategies for ensuring availability of products at each end point.

CAREER CONTOUR

ARAB GULF PEARL TRADING – (Oil & Gas Division Manager – Procurement & Sales)

Accountabilities:

- Sole responsibility for the complete operations, procurement, sales & marketing, Inventory, Credit and day to day operations for Commercial dept.
- Liaisons with Foreign principals for product needs, pricing, supplies & supports.
- Planning & execution of business plan.
- Maintain, analyse & develop and increase relationship with dealer / distributor network, direct customers, corporate & industrial clients, manufacturing companies, construction & contracting companies all over GCC
- Attending meetings for product presentations, finalise the sales deal with existing clients and new clients.
- Trading and procurement of products required as per customer needs and for in house needs.
- Steel fabrication & Fabrication of transfer / booster pumps, complete assembly of fire pump unit.

Key Achievements:

- Introduced TPCO (Tianjin Pipes Corporation) from China for the first time in UAE.
- Introduced Lancaster (Choke Valve Manufacturer) from USA for the first time in UAE.
- Introduced LIODS REGISTER / MODUSPEC (UK Inspection & Certification) for the first time in UAE.
- Successfully registered the company in ADNOC, ADMA-OPCO, ADCO, ZADCO and Government Authorities
- Training and moulding the new marketing executives.
- Implemented new ordering procedure & Inventory management.
- Ensuring Maximum Profit and smooth Cash Flow

Al Shoumoukh Group - International Sales Manager (Procurement & Sales and BDM)

Accountabilities:

- Responsible for complete sales & marketing activities for the assigned overseas territories (GCC Countries, Middle East & North Africa). Set & achieve AOP targets (sales, order booking, receivables and profit).
- Deploy business development strategy and Coordinating with the overseas offices in the assigned territories for product requirements, developments and technical supports.
- Improve cash flow by better payment terms with customers through constant negotiation & persuasion.
- Responsible for developing optimal stock points and Inventory management with distributors and overseas offices.
- Maintain, analyse & develop dealer / distributor network.
- Tracking market and competitor trends to keep abreast the changing clients requirements.
- Identifying and planning the strategic sales promotional activities.
- Training, motivating, conducting training programs to the team members, mediators and customers.
- Carry out market survey, Price survey for existing/new product needs and plan for product launches.
- Maintain good client relationship to ensure high quality services & maximum customer satisfaction resulting in customer delight.

Key Achievements:

- Consistently achieved the targets with a considerable growth of 20% year over year.
 - Played a vital role being one point contact & in opening a stock point at Egypt.
 - Brand positioning, market mapping & new dealer appointment in Egypt, UAE, Bahrain, Iraq, KSA, Syria & Sudan
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Al Nasr Chemicals Manufacturing (Egypt Military) - Chemical Engineer

Accountabilities:

- Responsible for the overall safe, reliable and efficient management of aluminium sulphate and sulphuric acid plants
 - Monitoring the operation of the reactors assure smooth process makes frequent visual and electronic inspections, and checks for abnormal conditions.
 - Monitors the limits of the raw material, the frequency of routine and taking action to ensure that maximum permissible limits are not exceeded.
 - Monitors condensate chemistry to assure consistent water quality and takes action to ensure that maximum permissible limits are not exceeded. Makes frequent visual inspections and checks for abnormal conditions.
 - Ensures that weight of feed chemicals are fed to the plant mass & heat balance consistently to assure final product quantity and quality.
 - Monitors the operation of the heat exchanger & post reactions & filters & condensers & evaporators and related systems
 - Communicates with the Maintenance Department by means of a Work Request to ensure that equipment multifunction affecting aluminum sulfide quality, such as tubes, pipes, pumps, valves & fitting
 - Monitors all utilities units like boilers & water treatment pump cooling towers and compressors.
 - Perform all testing methods according different standard specification and ensure that the standard methods of testing established
 - Monitoring of digital control system (DCS Operator) and follow up all operations and processes
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Academia

- Bachelor of Chemical Engineering from El- Minia University (1997 – 2003)
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Professional Training Certificates

- Certificate course on Rig Inspection, Jack Up Rigs – Platform Rigs and safety and applications
 - Certificate course from LIOD'S REGISTER for Rig Inspection accredited by IADC
 - Effective Team Leader & Decision Making – Lancaster Choke Valve.
 - HSE Introduction Course Certified by Abu Dhabi Marine Operation Co. (ADMA-OPCO)
 - Offshore Survival Course Certified by GTTC.
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Personal Dossier

- Date of Birth : 02nd April 1980
- Marital Status : Married
- Visa Status : Employment Visa.
- Driving Licence : Valid UAE Licence.
- Linguistic Ability : English, Arabic