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(LinkedIn)
almahroos.com (Company)
almahroosonline.com (Company)

Top Skills

Computer Literate
Foreign Languages
Marketing Research

Languages

English (Native or Bilingual)
Arabic (Professional Working)
Sindhi (Native or Bilingual)

Certifications

From Sales Manager to Business
Manager.

Aarish Ahmed

Regional Sales Manager [Construction Equipment]

Summary

Sales Professional (Heavy & Light Equipment) - Saudi Arabia.

> Responsible of the Sales & Marketing of Construction Equipment in Central Region, Saudi Arabia.

> Riyadh is the Largest Business Unit of Saudi Arabia (Riyadh) having Business Turnover SR 200M+

> Calling on both existing and prospective buyers to maximize sales of equipment.

> Forecast business potential and report on market conditions and competitors activities.

> Prepare and present technical studies/comparisons for customers in order to provide professional solutions (choosing the right machine or combination of machines),

> M. H. AL MAHROOS COs' Main Product Line consists of:

- + Mini Crawler Excavators.
- + Mortar Machines / Pumps.
- + Compact Wheel Loaders.
- + Compaction Equipment.
- + Construction & Building Equipment.
- + Diesel Generators.
- + De-Watering Pumps.
- + Diesel Air Compressors.
- + Access Platforms.
- + Scissor Lifts.
- + Articulated Man Lifts.
- + Spiders Lifts.
- + Vehicle Mounted Aerial Platforms.
- + Engines.
- + Welding Machines.

> After Sales Follow Up with the customer with coordination of the Service Department.

- > Management of Key Accounts.
- > Analysis of competition information / pricing and their after sales offers and recommending strategies to stay ahead.
- > Conducting activities including campaigns, advertising material, organizing of guest seminars etc.

Experience

M. H. Al Mahroos

Regional Sales Manager

May 2017 - Present

Al-Riyadh Governorate, Saudi Arabia

PUTZMEISTER Mortar Machines (Made in Germany)

MIKASA Sangyo Compaction Equipment (Made in Japan).

MILLER Welding (Made in USA)

YANMAR Excavators (Made in Japan).

YANMAR Wheel Loaders (Made in France).

AIRMAN Generators (Made in Japan).

AIRMAN Screw Air Compressors (Made in Japan).

SOCAGE Vehicle Mounted Aerial Platforms (Made in Italy).

IMER Construction Equipment (Made in Italy).

IMER Access Platforms (Made in ITALY).

DAREEN De-Watering Pumps (Kirloskar Engine) INDIA. 4",6",8".

YAMAHA Power Generators & Pumps.

Industrial Supplies Development Co., Ltd.

Sales Executive - Heavy Equipment

October 2011 - January 2017 (5 years 4 months)

Riyadh, Kingdom of Saudi Arabia

- > Responsible of the Sales & Marketing of Hyundai Construction Equipment.
- > Riyadh is the Largest Business Unit of Saudi Arabia (Riyadh) having Business Turnover SR 200M+
- > Calling on both existing and prospective buyers to maximize sales of equipment.
- > Forecast business potential and report on market conditions and competitors activities.
- > Prepare and present technical studies/comparisons for customers in order to provide professional solutions (choosing the right machine or combination of machines),
- > Hyundai Construction Equipment's' Main Product Line consists of:

- + Crawler Excavators.
- + Wheel Excavators.
- + Wheel Loaders.
- + Backhoe Loaders.
- + Skid Steer Loaders.
- + Forklifts (Diesel, Gas & Electric).
- + Hydraulic Hammers / Rock Breakers.
- > Conducting Live Demonstration of Equipment on Customers' Project Site.
- > Preparing detailed reports on daily & monthly basis which consists of day-day sale activities.
- > Project Site Visits.
- > After Sales Follow Up with the customer with coordination of the Service Department.
- > Arrangement of Hyundai's Factory Visits for potential customers.
- > Management of Key Accounts.
- > Analysis of competition information / pricing and their after sales offers and recommending strategies to stay ahead.
- > Conducting activities including campaigns, advertising material, organizing of guest seminars etc.

JS Bank

Regional Business Coordinator

August 2010 - April 2011 (9 months)

Hyderabad, Pakistan

Served as a Regional Administration Coordinator for the entire South Region (ie- Sindh and Balochistan Provinces).

Siemens

Intern

May 2008 - July 2008 (3 months)

Karachi, Pakistan

Responsible for Keeping and Maintaining Records of Medical Equipments.

Pakistan International Airlines

Intern

June 2007 - July 2007 (2 months)

Head Office, Old Hajj Terminal, Karachi, Sindh, PK.

Customer Relations.

Resolving Passenger Complaints.

Forwarding Complaints to relevant department.

Assisting Ticket Officers.

Education

Liverpool John Moores University

MBA, Marketing · (2009 - 2010)

Isra University, Hyderabad

Bachelors of Business Administration, Marketing · (2004 - 2008)

Foundation Public Higher Secondary School

Intermediate (HSC-II), Pre-Engineering · (2002 - 2004)

Foundation Public School

Matriculation (SSC-II), Science · (2000 - 2002)