

# Abdul Malik Mohammed Owais

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## Summary

A Seasoned professional in Wood Working Projects and Product Solutions with a 36 Year Experience. Consistently Proven ability to offer self-driven problem-solving techniques in all woodwork domains. Skilled in managing cost-effective solutions with a focus on value engineering to meet budgetary requirements. Demonstrated expertise in building and leading a dynamic, results-oriented sales team to achieve specified goal

## Skills

Precision Measuring, Wood Finishing, CNC Operation, Design & Blueprint Reading, Material Knowledge, Safety Protocols, Adhesive Applications, End to End Woodworks Project Management and Solutioning including assessment, sizing, estimation, budgeting, costing, product selection, product solutioning and project delivery.

## Experience

**Oct 2022 – Present**    **Mishkat Alkhair Company Ltd.**

**Role: Manager Sales**

Sales for Woodwork Projects and their Sales, Cost Estimation, Proposal Management, Project Execution and Final Completion.

**2010 – 2022**    **Binladin Woodwork Factory Company Limited, KSA**

**Role: Manager Sales**

Successfully completed several hotels, housing, hospitals & commercial projects, including full coordination with Estimation, Design, Production and Installation.

Major Projects successfully completed projects:

Jeddah Gate-18m, Gosi Housing (Jubail)-20m, IMC hospital (Jed), Business Park (Jed), Marafiq Housing(Yanbu)-10m, Pearl Qatar(Qatar) 7.6m, Basateen Housing (Jed), Jable umer Hotel (Makkah) 25m etc

**2008 – 2009**    **Interwood, Pakistan**

**Role: Senior Manager for Export Sales**

Senior Manager for Workworking Export Sales Enhancement, including overseeing projects, managing and coaching teams to build the woodworking business for interwood

**1996 – 2007 Binladin Woodwork Factory Company Limited, KSA**

**Role: Projects Estimator and Sales Engineer**

Work as Estimator & Sales Coordinator. (from contract signing to final payment)

Build excels formats for preparing quotations including doors and all kinds of wood works.

Full coordination with sales team and clients to prepare budgeted and project winning quotations.

Follow up for samples and technical submittals approvals

**1990 – 1995 Sole Proprietor – Woodworks & Furniture Business**

**Role: Owner Wood & Furniture Showroom, Pakistan**

Description of Role:

Developed own business and worked as Show room Manager in different organizations.

**1989 – 1990 Mohammed Binladin Co, KSA**

**Role: Quality Control Inspector**

Description of Role:

Worked in Askan housing project (Makkah) for quality inspection in project wood works.

**1984 – 1989: Habib Group (Charisma Modular Furniture), Pakistan**

**Role: Planning Officer (Production)**

Description of Role:

Work in all modern machines and get maximum output.

Worked 4 years in factory workshop

Worked for One year as planning officer.

## Education

**Professional Education:** Associate Engineering in Wood Work Technology

3 Years Diploma, Karachi, Pakistan

**Bachelors in Economics**

Karachi, Pakistan

**Certifications:** Advanced Civil Drafting, ISO:9001 Certification

**Trainings:** Wood Works Machinery Training – HOMAG Co. (Germany)