



SYED SHAMSH SHAHAB

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CAREER OBJECTIVE: To acquire a position in an organization, where specialized experience and education are valuable to an employer in its pursuit of profitability and an opportunity exist for long term security and personal growth.

PROFESSIONAL SUMMARY: Creative and results-oriented professional with expertise in LIGHTING PROJECTS - SALES & COORDINATION WORKS in the Lighting Industry and Light Fittings Trading with proven success with more than 10 years of experience. And more than **8 years of International Experience** in GCC countries and holding **VALID U.A.E/QATAR Driving Licence**. Certified ReluxPro 2016 Lighting Designer for Interior - I and Road & Exterior Lighting Design (**Basic Practical Experience Only**).

PROFESSIONAL EXPERIENCES:

GREEN SECTOR ENTERPRISES W.L.L., Doha – Qatar **September 2015 to Present.**

Senior Lighting Sales Engineer:

- Follow up with the assigned contractors for job in hand projects for the lighting opportunities.
- Sending quotes for tenders to the contractors.
- Submitting the technical submittal.
- Providing samples, taking the approvals from the Consultants.
- Closed working with the contractors, consultants, site engineers etc.
- Closing the orders, executing, and payment collection.
- Projects related documentations i.e. (Quotations/Costing/Delivery Notes/Payment Follow-up) etc.
- Selection of suitable light fixtures as per the projects specification requirement from different source i.e. (Manufacturers/Suppliers/Distributors) from all over the world.
- Taking prices from (Manufacturers/Suppliers/Distributors) directly and then doing costing based on our company standards and volume of requirement considering (Ex-work prices, Currency exchange rate, Freight & Margins).
- Direct Interaction with concern persons on each of our projects i.e. Contractors, MEP contractors, Consultants, Project Managers/Engineers.
- Direct one to one interaction with (Manufacturers/Suppliers/Distributors).
- Well-Experienced in negotiating contracts, budgets.
- Recognize areas for cost savings and ensuring the efficient budgeting of all our projects.
- Make, handle and maintain good relationships with the clients.

- Maintaining a healthy business relationship with all our Principals/Manufacturers/Suppliers worldwide.

LITE N LAMPS L.L.C. (A Division of [Lals Group](#)), Dubai – UAE April-2015 to August 2015.

[Lighting Sales Engineer:](#)

PARAMOUNT LIGHTING TRADING L.L.C. (Dubai - UAE) February-2011 to April 2015.

[Lighting Sales Engineer:](#)

ASPEN LIGHTING PVT. LTD. (Chennai - INDIA) February 2009 to January 2011

[Business Development Executive - Lighting Sales](#)

PRODUCTS DEALING IN:

- Supply of all types of lighting fixtures from different & well known manufacturers all over the world mainly European/UK. Dealing in all Indoor & Outdoor Lightings in LED's as well as in conventional lighting. Solar Lighting for gardens & roads, Stadium Lighting (High Mast with Floodlights), Pathway & Façade Lighting etc.

FEW MAJOR PROJECTS COORDINATED & EXECUTED:

- Solar Lighting System at Jumeirah Open Beach (Cycling & Jogging Track), Dubai - UAE.
- Football Stadium Lighting – Emirates English Speaking School, Dubai – UAE.
- ADNOC Different Filling Stations, Sharjah & Abu Dhabi – UAE.
- Rashidiya Park, Hamariya Park, Jumeirah Beach Park, Al Wasel Park, Tawar Park 1 – Internal Pathway Lighting (Supply of 3.2M Conical Poles along with Pole Top Luminaire), Dubai – UAE.
- American International Academy School (Supply of Street Lights with Poles for Car & Bus Parking), Sharjah – UAE.
- Al Badrah Water Front Development Project (Supply of 4M Poles with Pole Top Luminaries & Inground Uplights), Dubai – UAE.
- LinkedIn New Office, Media City (Supply of All Interior Lightings with LED Downlights & Direct/Indirect Fluorescent Fixtures), Dubai – UAE.
- Renovation Project of Karama Park & Zabeel Park (Supply of LED Pole Top Luminaire & Cylindrical 1X70W MH Column Light Fixtures), Dubai – UAE.
- Bradenton School Project at Sports City (Supply of All Interior Classrooms, Offices & Corridor Lighting), Dubai – UAE.
- Dubai Airport SP100 Miscellaneous MEP Works (Supply of Outdoor Fluorescent Weatherproof Light Fixtures for Various Locations), Dubai – UAE.
- Four Season Resort at Jumeirah Beach (Supply of ROBLON Decorative Crystal Indoor LED Fixtures), Dubai – UAE.
- Kiddy Zone (Toys & More) Shop at Medina Centrale & Porto Arabia (Supply of All Interior LED Lightings & RGB LED Fixtures), Pearl Qatar.

- Double Tree Hilton Hotel at Al Saad (Supply of All Interior LED Flexible Strip Lightings for room cupboards), Doha - Qatar.
- Burj DAMAC Tower Marina Mix 36 at Lusail Area (Supply of complete Façade RGB LED Lightings), Lusail City - Qatar.
- Nestle Waters - Al Manhal Water Factory Co. Ltd. W.L.L. at New Industrial Area (Supply of Linear Weatherproof LED Industrial Lightings for factory stores), Doha - Qatar.
- Nestle Waters - Al Manhal Water Factory Co. Ltd. W.L.L. at New Industrial Area (Supply of High Bay LED Lights for factory & LED 60x60 for Offices), Doha - Qatar.
- Doha City Center – Retail Restroom, 3rd Patch (Supply of Linear IP66 LED Recessed Lightings), Qatar.
- G+1+P Residential Compound (20 Villas) at Al Sakhama Area (Supply of All Interior LED Lightings for complete project), Doha - Qatar.

MAJOR LIGHTING BRAND DEALING IN:

- Arcluce Spa, Italy / SIDE Lighting, Italy / Pan Sibilla, Italy.
- Fael Luce, Italy / Disano – Italy / Fosnova – Italy / IVELA Lighting, Italy.
- LUG Lighting, Poland / PXF Lighting, Poland.
- ROBUS, U.K.
- Galvanco – Saudi / Bajaj – India **(For Poles, High Masts & Columns)**
- Unilamp Lighting, Thailand / Northcliffe Lighting – Lithuania.
- Fiberli, Turkey / BSI LED Lighting – Turkey / Pelsan, Turkey.
- MarkaLED, Turkey / Baytas, Turkey / GECEM, Turkey
- And many good Chinese manufactures.

EDUCATION:

- Diploma in Mechanical Engineering (2005 to 2007)
Sri Balaji Polytechnic Institute (Chennai – India)
- Intermediate in Science (Bio), Optional (Math). (2003 to 2005)
Gulab Memorial College (Bihar – India)
- Matriculation CBSE (2002)

LANGUAGES: English, Urdu and Hindi.

PERSONAL INFORMATION:

Name: Syed Shamsh Shahab

Father's Name: Syed Shahabuddin Ahmad
Date of Birth: 04-Nov-1987
Religion: Islam
Marital Status: Married
Nationality: Indian
Passport No.: N0758160
Passport Expiry: 03/01/2026
Driving License: UAE /QATAR.

References and original educational documents can be provided on request.

Current Place: Delhi - India.