

 AYUB ALI KHAN

 0097150- 2047786

 CAREER OBJECTIVE

To lead esteem dynamic & professional organization which recognizes and rewards top performers to utilize my Interpersonal and Professional talents to maximize the efficiency and to develop the Company’s growth. I, being a professional believe that I have the skill you are looking for with thorough knowledge of the industry. I am directly reporting to the Chief Executive Officer. I feel I can offer your organization qualities of adaptability, perseverance, objective thinking and patience developed from hard work and interacting with different people and departments.

With more than 25years of Experience in the field of Joinery and Interior Fit outs, this includes 15 years in the Management at the Middle East. Confident of accomplishing targets within desired quality-standards, scheduled timings & Budgeted costs.

ACADEMIC QUALIFICATION

EDUCATION : B.E. (Mechanical)

 Bangalore University

ADDITIONAL COURSE : Import Export Management Conducted by SISI Govt. of India

 ISO – QMS Internal Auditor by Rastec

 Interior Finishing Course at Italian School of finishing (ITALY)

 Effective financial planning in construction by ETA learning center

BROAD-BASED SKILLS :

**INTELLIGENCE:**

**FLEXIBILITY:**

**IMAGINATION:**

**ENTHUSIASM & PERSEVARANCE:**

**SYMPATHY:**

**RESOURCEFULNESS:**

**COMMUNICATION ABILITY:**

**SELF CONTROL:**

CAREER PROGRESSION

May 2016 up to date : **General Manager**

 M/.s. **ZEBRANO WOOD WORKS.L.L.C.**

 Business Unit of **URBACON GENERAL CONTRACTING (UCC)**

Under **KCT AL KHAYYAT GROUP OF COMPANIES.**

 DOHA – QATAR.

Apr 2014 to Apr 2016 : **Senior Operations Manager**

 M/.s. **ZEBRANO WOOD WORKS.L.L.C.**

 Business Unit of **URBACON GENERAL CONTRACTING (UCC)**

Under **KCT AL KHAYYAT GROUP OF COMPANIES.**

 DOHA – QATAR.

Nov. 2012 to Mar 2014: **Factory Manager**

 M/.s. **ZEBRANO WOOD WORKS.L.L.C.**

 Business Unit of **URBACON GENERAL CONTRACTING (UCC)**

Under **KCT AL KHAYYAT GROUP OF COMPANIES.**

 DOHA – QATAR.

Mar 2012 to Oct 2012 : **Factory Manager**

 M/s. **ROMEO INTERIORS**

 DUBAI – U.A.E.

Oct. 2006 to Feb 2012 : **Manager Operations**

 M/s **GOLDEN ARROW INTERIOR**

 SHARJAH – U.A.E

Oct. 2003 to Sept 2006 : **Production Manager**

 M/.s **GOLDEN ARROW INTERIORS**

 SHARJAH – U.A.E.

Jan–1997 to July–2003 : **Factory In-charge**

 M/s. **ETA JOINERY& INTERIORS**

 Presently Known as **ALPHA STAR**

 **JOINERY & INTERIORS.**

 DUBAI- U.A.E.

July-1994 to Dec–1996 : **Production Engineer**

 M/s **AB STEEL TUBES PVT. LTD.**

 Manufacturers of Steel containers

 BANGALORE – INDIA

Nov-1992 to April-1994 : **Production In charge**

 M/s. **HAJI HASSAN GROUP OF COMPANIES**

 Wood and Joinery Division – BAHRAIN

Apr-1988 to May- 1992 : **Production Supervisor**

WORK EXPERIENCE

Principal Duties :

* Developing business strategies and plans ensuring their alignment with short-term and long-term objectives.
* Direct the policy and operations of the organization for the achievement of short and long term business / policy objectives, increased profit, or market share.
* Overseeing all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy.
* To assess the principal risks of the Company and to ensure that these risks are being monitored and managed properly.
* To ensure effective internal controls and management information systems are in place.
* Manage and direct the organization to achieve optimum profitability, productivity and effective use of business assets and human resources.
* Oversee the preparation of budgets, required reports and forecasts and present them to the Board of Directors on quarterly and annual Board meetings.
* Present Company financial performance report to the top management on quarterly basis.
* Oversee the development and implementation of all organizational activities to protect the funds invested and the interests of shareholders. Ensure the security and development of assets and resources.
* Represent the organization in negotiations, at conventions, seminars and official occasions, and liaise with other organizations (eg. major suppliers, customers, banks, insurance companies and government representatives).
* To keep abreast of all material external factors affecting the Company and to ensure that processes and systems are in place to ensure that the top management of the Company are adequately informed;
* Liaise all activities between office, Factory & projects.
* Enforce & interpret departmental policies, and standards.
* Adhere to safety & quality standards.
* Assess & support change management effects associated with implementation of improvements.
* Perform field review & inspection of projects and Improvement plans submitted for client approval.
* Forecast the requirements of production with the Production Manager in order to achieve production target.
* Making most efficient utilization of available sources.
* Minimizing throughput time and work in process inventory by systematic production planning & execution plans.
* Reducing quality cost by analyzing non-conformances on periodic basis by following suitable actions, both corrective & preventive.
* Building team spirit among workmen by motivating, designing & implementing suitable financial incentive schemes.
* Co-ordinate with the project managers for project needs, plan & schedule production accordingly.
* Prepare Annual Business plans, Forecast, Cash flow statements.
* Oversee all estimation and tender processes.
* Meeting with clients for Job finalizations and negotiations.
* Etc. etc.

 **SELECTED LIST OF MAJOR PROJECTS**

**INDEPENDENTLY HANDLED AND EXECUTED SUCCESSFULLY**

 RESTAURANTS AND HOTELS

PROJECT SCOPE OF WORK

* Jabel Haffit Hotel, Al Ain - Doors, Pergolas & Interior
* JW Marriott Hotel, Chennai - Mock up Suite Rooms
* Grand Hyatt Hotel - Doors & Wardrobes

For block ‘C’ & ‘D’ & External Bridges

* Madinat Jumeirah - Meat Restaurant & Fit out works @Public Areas
* Hotel Intercontinental Al-Ain - 22 Chalets joinery works
* Rose Rotana Suits (2006) - Joinery Works
* Marriot Hotel - Emirates Marina (2007) - Fit Out Works
* Raffles Hotel (2008) - Fit Out Works
* Bal Al Bahr- Fairmont Hotel (2009) Turnkey - Fit Out Works
* Moven Pick Hotel, RIYADH (2012) - Turnkey fit out works
* Anantara Doha Island Resorts,

DOHA (2014) - Fit out works (For Chalets, Hotel Blocks)

* Hilton Hotel – Doha-Qatar (2014) - Guest Room Joinery Works & Public Area Doors.
* Renovation of Sheraton Hotel - Doors & Public areas (6 Restaurant turnkey)

Doha – Qatar (2014)

* Al Rayyan Hotel @ Mall of Qatar - Complete Fit Out works, Joinery works & Loose

 (2016) furniture.

* Al Najada Hotel @ Souq Waqif - Complete Fit Out works & Joinery works

(2016)

* Ithaafushi Hotels & Resorts - Maldives - Joinery works & Timber Raising Elements

(Ongoing)

APARTMENTS & VILLAS

PROJECT SCOPE OF WORK

* Dcc Apartments, Office & Hotel Block - Doors & Wardrobes
* Low Cost Housing Project

At Libya, Visited Libya in 1998 - Doors & Interiors

* Villa at Masafi for the Group Chairman - Doors & Interiors
* Villa at Melbourne Street London - Interiors
* American University Of Sharjah - Doors & Wardrobes
* Prime Minister Villa – Doha-Qatar - Doors & Wardrobes
* Wajba Palace – Doha-Qatar (2014) - Outdoor Pergolas & Internal Fit Out works
* Dafna Palace – Doha-Qatar (2013) - Doors & Interiors
* Gulf Palace – Doha-Qatar (2013) - Doors & Interiors
* Island Palace – Doha Qatar (2014) - Doors & Interiors
* Al Jassasiya Palace – Doha Qatar (2015) - Landscape Pergolas, Joinery works, Doors & Fit Out

 works

* Ifrane Palace – Morocco (2015) - Exterior Wall Cladding, Doors & Joinery Works (For 6

Chalets, Majlis Building, Spa Building, Ancillary Buildings & Main Palace).

* VVIP Villa & Main Palace – - Complete Fit Out works, Joinery works & Loose

Muscat, Oman (2015) furniture

* Dafna Palace Extension 2017 - Complete Fit Out works, Joinery works & Loose

 furniture

* Al Buthailah Farm House For HH (2017) - Complete Fit Out works, Joinery works & Loose

 furniture

* Panorama Twin Towers – Qatar - Doors, Finishes, Fitout & Joinery Works

Hotel & Apartments (Ongoing)

COMMERCIAL BUILDINGS

* Nad Al Rashid Police Station - Doors, Screens & Counters
* DDIA & Riyada Office At Emirates Tower 24th & 31st Floor - Interiors Works
* Police Head Quarters Ras Al Khaima - Joinery Works
* Agha Khan Hospital-Kenya - Supply of doors
* Police Head Quarters Ras Al Khaimah - Interiors Works
* Dubai International - Interiors Works

Airport 1st Class Foreign Lounge

* Burjuman Office Tower (2003) - Joinery Works
* Syrian American Medical Centre – Doha Qatar (2014) - Joinery works
* Al Reef Mall (2004) - Fit Out works
* Dubai International Airport Terminal 1 (2006) - Joinery Works
* Views (2009) - Joinery Works
* Emirates Rugby Stadium (2009) - Joinery Works
* Mall of Qatar– Doha-Qatar (2016) - Internal & External Joinery Works
* Credo Showroom – Doha-Qatar (2016) - Furniture & Fit-out works
* Residential Building at Ras Abu Aboud (2017) - Doors and joinery works
* La verna villas and apartments @ Mureikh (2017)

PERSONAL DETAILS

Name : Ayub Ali Khan

Date of Birth : 25th May 1964

Contact Number : 0097150 – 2047786

 P.O. Box : 45885, SHARJAH – UAE

E-MAIL : ayubalik9@gmail.com

Passport Details No : Z-2840691

Validity : 11-07-2025

Driving License : Holding Valid UAE & QATAR License