

Denver Christopher Cecil Loos

Contact Details

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Personal Profile

An energetic, Motivated, and highly skills individual with excellent strategic, sales marketing skills. Extensive experience and proven success leading strategy and developing new businesses.

A proactive leader with extensive business, managerial and motivational skills, with an outstanding track record managing and developing key accounts and maximizing Profits.

An innovative and resourceful result oriented professional with extensive negotiation skills and proven ability to capitalize on business opportunities forging and consolidating openings in a competitive, global markets.

Employment History

Business Development Manager (UAE &International)

November 2017 – to Date AK Cladding Industries U.A.E.

Specialized Roofing and Cladding Manufacturer, Supplier, and Installer.

Country Sales Manager (Qatar)

April 2017 to October 2017

SIG Plc Middle East.

One of the largest building materials suppliers in GCC and the largest in Europe.

Country Sales Manager (Qatar)

January 2015 to December 2016

Kingspan Insulated Panels Manufacturing Plc.

The World's largest panel and cladding manufacturer.

Senior Sales (Qatar)

November 2011 to December 2014

Imar Trading and Contracting Company.

The largest interior fit out company in Qatar.

Sales Engineer (Business Development)

September 2010 to November 2011 Belhasa Projects Qatar WLL.

Sales Manager

May 2009 to September 2010

Qatar Plaster Company LLC.

Senior Sales Executive

March 2003 to March 2009

Al Misnad Trading Doha Qatar

Sales Manager

September 2001 to March 2003

Idac Airconditioning Sri Lanka.

Sales Executive / Trading Manager

February 1995 to August 2001

CEYLINCO Group – Sri Lanka.

Key Responsibilities.

- Working closely with consultant and architects on product specifications.
- Approaching all prospective clients, contractors and projects presenting products and follow up till finalization.
- Preparing project specific bids for submission to contractors and partners.
- Providing Weekly project and market updates to my superiors.
- Research and development of potential new markets for the company expansion.
- Attending site meetings with installers and partners to finalize projects and contracts.
- Negotiating and finalizing of payment terms, delivery and installation with contractors' clients and operations team.
- Following up on payments and collections.
- Prepare and submitting of material submittals.
- Providing project updates to the suppliers.
- Training of new and existing sales team. (Idac /Imar Trading)
- Products handled MONDO FLOORING, PASCO PAVING STONES, COMPOSAN SPORTS FLOORING, SKB SHUTTERS, HORMANN DOORS, HELSMAN LOCKERS AND CUBICLES, FORBO FLOORING, KNAUF DANOLINE CEILING, HUNTER DOUGLAS CEILING, TOPAKUSTIK, CEILINGS PLUS, ARTIGO FLOORING ETC.

Key Achievements.

- Khalifa Sports City Asian games 2006 Supply of 150,000m² of Paving Stones.
- Khalifa Women's Sports Hall Supply and Installation of 7000m² Sports Flooring.
- Abu Samra Customs Post Supply and Installation of Sports flooring and equipment.

- Al Udeid US base Supply and Installation of lockers.
- Doha International Airport Supply and installation of 28,000m² Rubber Flooring.
- Al Shaqab Academy Supply and Installation 60 NOS Stainless Steel Roller Shutters.
- Al Shaqab Academy Supply of 60,000m² Special Paving.
- Villaggio and Landmark Extension Supply and Installation of roller shutters.
- College of North Atlantic Supply and installation of paving stones and roller shutters.
- Khalifa Sports City Asian games 2006 Supply and Installation of 125 flag poles.
- Al Sharq Hotel Supply and installation of paving stones, flag poles, lockers, and Roller shutters.
- Khalifa Stadium indoor Sports hall Supply and installation of the very first Hydraulic Running track in the GCC and stadium seating.
- Khalifa orthopedic sports medicine hospital supply and installation of indoor track, Sports flooring, Equipment, and seating.
- Hamad Hospital Expansion Supply and Installation of 110,000m² of Linoleum Flooring.
- Hamad International Airport Duty free lounges Supply of 11,000m² of Ceiling plus Ceiling.
- Naufar Hospital Supply and Installation of Linoleum Flooring, Topakustik Ceiling & External and internal paint system.
- University College of London Supply and Installation of Vinyl Flooring.
- Ashgal Schools Supply and Installation of Vinyl & Rubber Flooring and Ceiling.
- Ashgal Schools Supply of Ceiling and Partition.
- College of Media and Communication Supply of 13,000m² of Hunter Douglas Special Ceiling.
- Lusail Light Rail Transit Supply and Installation of 23,000m² of Hunter Douglas Ceiling.
- Doha Festival City Supply of 14,000m² of cold room panels-Qatar.
- New Lexus Showroom Supply of 2,200m² of Standing Seam Roofing-Qatar.
- Mall of Qatar Supply of 7,700m² of Standing Seam Roofing-Qatar.
- ISF Camp Supply of 10,000m² of Sandwich Panels-Qatar.
- Male and Female Classrooms Qatar university Supply of 25,000m² of Standing Seam Roofing-Qatar.
- 10 Nos Al Meera Supermarkets Supply of 54,000m² of Standing Seam Roofing-Qatar.
- Al Wakrah Academy Supply Of 6000m² of Standing Seam Roofing-Qatar.
- Al Maha Hospital Supply of 4500m² of Standing Seam Roofing-Qatar.
- Qatar Foundation Stadium FIFA 2022 Supply of 35,000m² of Standing Seam Roofing-Qatar.
- Hamad International Airport Expansion design and supply of 55,000m² of Stainless-Steel Standing seam roofing-Qatar.
- Falcon 5 project for the US Army supply of 65,000m² of Standing Seam roofing-Qatar.
- GAC Warehouse Supply and installation of 25,000m² of Standing Seam Roofing-UAE.
- One Zabeel project supply and installation of perforated walkway-UAE.

Trainings Attended overseas and regional.

- Mondo Flooring- Italy
- Composan Sport Flooring- Spain
- SAS Ceiling System- UK
- Knauf Danoline Acoustic Ceiling Systems- Denmark
- SKB Shutters – Malaysia
- Pasco Paving Stones Company- Al Ain UAE
- Kingspan Insulated Panel Manufacturing- DubaiUAE

Personal Data

Name : Denver Christopher Cecil Loos
Date of Birth : 16th September 1970.
Sex : Male.
Nationality : Sri Lankan.
Marital Status : Married.
Current Location : United Arab Emirates.
Visa Status : Work Visa Transferable.
Driving License : UAE license.
Educational Qualifications: GCE O/L and GCE A/L 1989

Professional Qualification

Diploma in Sales Management & Marketing - Cambridge International College UK
MEMBER NO 22921A

Languages Known : English (Native) – Fluent
: Sinhala – Fluent

I hereby declare that the particulars furnished by me are true and accurate to the best of my knowledge. Date

Denver C. C. Loos