

KHALID SAEED

Project & Commercial Director | B2B Sales | Contract Negotiation | Global Commercial Operations
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SUMMARY

Business Development Executive with more than 10 years of experience in the premium stone industry, successfully securing high-value B2B contracts with leading architectural firms and luxury developers—from quarry block selection through to site delivery. Holding an MSc in International Business from the University of Hertfordshire, I combine expert material knowledge with commercial strategy. I am experienced in managing large portfolios, with practical expertise in CRM, Excel, MS Office, and Adobe Suites or similar frameworks to streamline custom manufacturing and scale client records.

EXPERIENCE

Trichmir Marble & Granite – Business Development Executive

2019 – Present

- Manage a high value commercial portfolio in new contracts with developers, architects, and site engineers in premium B2B and also B2C segments.
- Complete product lifecycle from raw quarry block selection and factory processing to custom finishes, while simultaneously directing back-end business functions including vendor procurement, project invoicing, payment collections, and workforce payroll allocation.
- Transitioned factory legacy tracking into structured digital Excel models, optimizing production scheduling to achieve maximum block yield and premium slab recovery.
- Represent the company to premium design and architectural circles, received various regional Excellence Awards for contributions to manufacturing standards and customer satisfaction.
- Integrate product knowledge in direct collaboration with chief architects, consultants, builders and contractors to design and deliver bespoke architectural stone elements, specialising in intricate marble layouts, precision staircase geometries, and premium large-format tile compositions.

Trichmir Marble & Granite – Operations & Commercial Coordinator

2017 – 2019

- Managed the operational backbone of custom projects by translating architectural drawings into exact factory fabrication details and material checklists. Inspected raw blocks and finished slabs for strict quality control, tracked factory inventory, and coordinated daily site-delivery logistics to ensure flawless execution from warehouse to installation.

Indus Stone –Commercial Assistant

2014 – 2017

- Assisted with showroom operations and product marketing by presenting our stone profiles to visiting architects and design clients, helping them select the right finishes for their projects. I maintained the daily inventory using Excel and QuickBooks, while coordinating logistics to ensure processed slabs were tracked and delivered safely to project sites.

Robert Stigwood Organisation – Household Manager – London, UK

2007 – 2009

- Directed private estate logistics, security protocols, and high-level hospitality for prominent figures within the UK entertainment industry. Entrusted with absolute confidentiality and the seamless management of complex personal and professional schedules, developing the cross-cultural fluency and corporate discretion required to navigate high-stakes international business environments.

SKILLS

Commercial Leadership: Budget Management, Cost Control, Enterprise B2B/B2C Sales, High-Value Contract Negotiation, Architect & Developer Relations, and Global Logistics. **Digital & Systems:** Advanced MS Excel (Data Modeling), QuickBooks Enterprise, Adobe Creative Suite, and Rapid Adaptation to Corporate ERP/CRM Platforms. **Stone Expertise:** Quarry & Factory Operations, Raw Block Sourcing, Material Specification, Custom Luxury Installation, and Supply Chain Optimization.

EDUCATION

MSc in International Business – University of Hertfordshire, United Kingdom

Core Focus: Cross-Border Trade, Global Supply Chains, Intercultural Communication