



Overseas Labour Supply... Pioneer Labour Supplier with High Quality Services



Mr. Mohammed Jindran, Managing Director,
Overseas Labour Supply

OVERSEAS LABOUR SUPPLY is a pioneer in the overseas recruitment industry of the UAE and GCC starting operations in 1979 with over 125,000 workers recruited so far for our reputed clients in the following fields: Construction, MEP, Infrastructure, Roads & Bridges, Manufacturing, Hospitality, Facilities Management, Cleaning, Security, Oil & Gas and Retail industries. Here is an exclusive interview with Mr. Mohammed Jindran, Managing Director about all interested business points, as the following:

Q: How big is your company business in GCC?

A: We have been operating the recruitment business for the past 37 years and provided over 125000 overseas workers to our valued clients in UAE, Qatar, Saudi Arabia, Oman and Kuwait.

Every month we recruit 300 to 400 workers at an average, and sometimes the recruited numbers go up to over 700 per month depending upon the market demand.

Q: What are the benefits you are getting from GCC market?

A: Being one of the oldest and largest overseas recruitment operators many of our clients have known us for several years, and also many new clients are referred by companies who have successfully recruited workers through us. We have noticed that we get a lot of clients through word of mouth, that is why we ensure total sat-

isfaction of our clients because as a thumb rule we have observed that one satisfied client brings us 5 more new clients.

Q: How big is your work force and from how many nationalities ?

A: We have recruited large groups of workers in the past 37 years and during the peak construction boom between 2001 to 2008 we recruited groups as large as 900 workers in a single recruitment exercise, especially during the construction of Palm Jumeirah, Dubai Airports, Ski Dubai, Atlantis Hotel, and many other iconic structures that were being built at that time. Our workers are recruited from our facilities in India, Pakistan, Nepal, Bangladesh, Vietnam, Philippines, Egypt, Uganda, Kenya, Ghana, Cameroon, Sierra Leone, Guinea, Nigeria, Egypt and Eastern Europe.

Q: Who are your main clients in this industry?

A: The Al Shafar Group of Companies comprises a major share of our recruitment over the past 15 years, and other reputed industry players such as the Pioneer Al Moosa Construction Group, Transmirates Contracting, China State Construction and Engineering Company and Shapoorji Pallonji International are among a long list of our regular reputed clients which can be viewed on our website: www.olsuae.com

Q: What are your business plans for the next year 2017?

A: Given to understand that many projects are due to commence in 2017 we have put in place large facilities in various countries where the workers are trained in their skills and familiarized with health and safety regulations. With huge numbers of workers returning back to their countries due to the construction slowdown and payment related issues in Saudi Arabia I can say that

we have a rich availability of skilled workforce at our overseas recruitment facilities who are approaching our centers to enhance their working skills. Therefore, when we conduct overseas recruitment drives in the countries of origin we are in an excellent position to shortlist the suitable candidates for final interviews and trade tests to be conducted by our clients' representatives who travel with us to select the workers, especially in cases where the requirement of the company is over 100 workers to be recruited during the recruitment exercise. In addition to getting the professionally qualified workers selected we are also very careful to make sure the workers are medically tested in accordance to MOH requirements to avoid the instances of workers being found medically unfit after arriving in UAE. We have recently introduced psychometric testing as one of the criteria for recruiting workers for UAE, because we have learned a few bitter lessons when some of the workers although technically qualified were not able to cope with matters such as separation from their families, new living environments, culture shock and of course the extreme heat of the summer months.

Q: What is your preparation for Expo UAE 2020?

A: We are preparing for an upsurge in recruitment activity especially with the construction of Expo 2020 related projects, and we are in talks with our major clients to organize recruitment arrangements once the projects are awarded to them, and the required formalities such as visa quotas from the Labour Ministry and ap-

proved labour accommodations are already in place.

We plan to hire additional professional staff in our organization to handle various new company accounts, and at the back end we are constantly training and upgrading the skills of our candidates in their respective countries in preparation for deploying them for the construction of Expo 2020 and other projects related to the event.

Q: What is the support you are getting from UAE & GCC governments?

A: We are well recognized by the UAE and GCC Governments' Ministries of Labour and Chambers of Commerce, and periodically we are invited to discuss with them the prevailing challenges in the Labour Market. Our aim is to fulfill the vision of this country's great leadership by bringing in only those workers who have the required skills and experience in addition to good health and a positive approach not only for their personal career enhancements, but also to deliver superior services of their trades in developing the world renowned structures and facilities that the UAE is now synonymous for among all nations.

Q: What is the biggest project of your company?

A: Over the years we have carried out the recruitment for construction of major iconic projects but I think the exercise we undertook for the construction of the Dubai Palm Islands in Jumeirah really stands out as one of our great contributions to the industry. In recent years our clients ASGC have delivered large well known projects including the recent-

ly completed Etihad Museum in Jumeirah. Another project worth mentioning where our recruited workers were utilized was the Dubai Canal wherein we provided over 500 workers to China State Construction and Engineering Company.

Q: Can you explain the potential markets nowadays for your industry?

A: As of this moment UAE and Qatar stand out as the main markets for overseas recruitment in the Middle East where there are well regulated systems in place for the payment of wages such as the WPS. In due time it could be possible that Saudi Arabia once again becomes an interesting market for overseas employment if the Kingdom is able to iron out the recently controversial issues of non-payment of salaries by big firms and the unstable situations faced by so many workers over the past one year. In other parts of the Middle East employment opportunities are quite grim especially in the once popular employments hot spots such as Iraq and Libya. Having said that I personally feel that once the insurgency situation in these nations is under control there would be a huge potential for skilled workers to find well paid jobs in those two countries given the fact that they are both flush with oil reserves. One area worth particularly mentioning is Kurdistan where my company has supplied large numbers of workers at various times in the past years, and it was always a pleasant experience for us as an agency as well as the workers we recruited because the employers were always very hospitable, and instances of salary non-payment issues were almost non-existent.