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| **Gulfjobseeker.com CV No:** **110610**  **Mobile +**971505905010 / +971504753686  To get contact details of this candidates  Submit request through Feedback Link  <http://www.gulfjobseeker.com/feedback/submit_fb.php> |  |  |  |  |  |  |
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**PROFILE SUMMARY**

Qualified management business administration, marketing professional and international business with progressive work experience.



**EDUCATION**

**Bachelor of Economic & Political Scienes – International Marketing**

Nasser University, Tripoli, Libya.



**ACHIEVEMENTS**

* Al Bandar project Abu Dhabi.
* The Ritz Carlton Hotel & Limestone House DIFC.
* Grand Metro Tower Tecom Dubai.
* Gargash Residence Dubai.
* Saadiyath Beach Villas Saadiyat Island Abudhabi.
* Saadiyath Beach Apartments Saadiyath Island Abudhabi.
* Matrix Sports City Dubai.
* Spirit Tower Sports City Dubai.
* Grand Central Project Sports City Dubai.
* Victory Height Villas Sports City Dubai.
* D1 Tower Al Jaddaf Dubai.
* 101 Tower Marina Dubai.
* Dream Tower Marina Dubai.



**CAREER SNAPSHOT**

|  |  |
| --- | --- |
| **Sales Consultant**, BOSCH, UAE | **Feb 2009 – Jul 2014** |
| **Sales Executive**, Sportal Trading LLC, UAE | **Jun 2006 – Jan 2009** |
| **Sales Executive**, Pitco Trading LLC, UAE | **Mar 2003 – May 2006** |
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**AREAS OF EXPERTISE**

**Sales Marketing**

* Perform sales & marketing effectively to strengthen company’s image in assigned territory, maintain business volume and gradually speed up business growth.
* Set up plans and strategies to develop business opportunities and ensure business growth.
* Review, analyze market trends, competitor information, and pricing; recommend counter strategies to retain existing business and develop new market strategies.
* Establish sales and marketing procedure for approaching contact from initial call to documentation and follow up.
* Organize marketing events, advertising, and promotions and oversee its implementation.
* Keep up-to-date with market trends and developments in the relevant industry.



**Sales Consutant : HomeWide.LLC. (BOSCH-UAE)**

**MOHAMED HAREB AL OTAIBA GROUP (MHAO)**

* Reporting to the project Manger.
* Business development in the UAE predominantly in Abu Dhabi, Dubai, Sharjah & RAK markets.
* Responsible for the sales of Bosch product to the Upcoming and existing projects in UAE.
* Build and maintain healthy business relationship with the trade.
* Responsible for all the accounts related activities concerning projects.
* Manage the company resources in the most efficient and effective manner.
* Identifying potential feature clients.
* Increase customer base.
* Coordinate with principal company for new business.
* Organize training with principal company for new products.
* Coordination with logistic department in executing the deliveries to projects.
* Follow up and collection of payments.



**IT SKILLS**

* Operating systems: Windows 98/Me, 2000, XP and 2003.
  + Good knowledge in Microsoft Office and Windows, SharePoint, Microsoft Office Communicator, CRM and Microsoft Great Plains.
  + Microsoft end user applications:
  + MS FrontPage
  + Internet surfing and browsing.



**PERSONAL DETAILS**

|  |  |  |
| --- | --- | --- |
| Nationality | : | Libyan |
| Date of Birth | : | 18th February 1971 |
| Marital Status | : | Married |
| Languages | : | English & Arabic |



**REFERENCES**

Will be available upon request.

