## T1EW CURRICULUM VITAE

**CAREER OBJECTIVE:**

I aspire to pursue a challenging career that blends my knowledge and skills in Sales and Marketing.

I am on a lookout for an opportunity where I can grow professionally and enhance my knowledge.

**EXECUTIVE PROFILE:**

Young, energetic and talented professional with 16 years of quality professional experience in multi-cultural environment in sales with reputed companies in UAE; proved ability to work under pressure in fast-paced environment; quality conscious, committed to organizational success; able to produce positive result independently; extremely self-motivated, strong & dynamic personality; able to quickly establish relationship with everyone; dedicated player, recognized for creativity, integrity, and drive for success.

**Matching positions:**

* **Sales Manager**
* **Assistant Sales Manager / Executive**
* **Assistant Marketing Manager / Executive**

**PROFESSIONAL EXPERIENCES (OVER 16 YEARS):**

**1)   Period                                : July 2014 – Till Date**

**Organization                      : Zayan Cosmetic General Trading L.L.C (FMCG)**

 **Designation                    : Sales Manager**

## Achievements:

* Develop strategic business and sales plans for each of our products.
* Maintaining a highly visible presence and relationships with senior executives in all accounts.
* Develop and maintaining relationships with key customers to ensure that our maximum sales potential is realized.
* Directly manage sales for important accounts.
* Managing and leading to the sales team for achieving the targets.
* Supervising and managing each member of the sales team to ensure that they are complying with our policies and procedures, are performing to the best of their ability and are up to date on all new commercial developments both within our company and in relation to our competitors.
* To keep up-to-date account information regarding business performance from my subordinates and use the data available to drive the business forward.
* To submit periodic section reports in a timely manner.
* To maintain an up-to-date tracking sheet for the monthly priorities as issued.

**2)   Period                                 : April 2013 – May 2014**

**Organization                      : Sports Village L.L.C**

 **Designation                    : Project Manager**

## Achievements:

* Be alert in registering any business opportunities and preparing action plans to capitalize on them.
* Prepare data oriented conceptual selling presentations to achieve accounts alignment on important matters
* Be proactive in solving account related issues and provide account with high level of service.
* Be able to demonstrate that the company policies/ proposal/ recommendations/ plans are fair and are in the mutual interest of both parties.
* To keep accurate data sufficient to understand and analyze the section business.
* To keep up-to-date account information regarding business performance from my subordinates and use the data available to drive the business forward

**3)   Period                                  : Nov 2008 – March 2013**

**Organization                       : Al Yousuf. L.L.C**

**Designation                     : Sales Supervisor**

## Achievements:

* To keep up-to-date account information regarding business performance from my subordinates and use the data available to drive the business forward.
* Be alert in registering any business opportunities and preparing action plans to capitalize on them.
* Prepare data oriented conceptual selling presentations to achieve accounts alignment on important matters
* Be proactive in solving account related issues and provide account with high level of service.
* Be able to demonstrate that the company policies/ proposal/ recommendations/ plans are fair and are in the mutual interest of both parties.
* Prepare periodic business reviews from my subordinates to update the accounts along with action plan to achieve the set objectives.
* Promptly inform the Manager regarding current/ potential business issues.
* To submit periodic section reports in a timely manner.
* To maintain an up-to-date tracking sheet for the monthly priorities as issued.
* To keep accurate data sufficient to understand and analyze the section business.
* To maintain up-to-date filing system to supplement smooth running of section.

**4)  Period                           : Feb 2002 – Oct 2008**

**Organization                   : National Trading & Developing Est. (NTDE- Tobacco Div.)**

 **Designation                   : Sales Executive**

## Achievements:

* A markable increase in the Sales during the period.
* Optimum distribution in the area.
* Excellent personal and professional relationship with all the customers.
* To achieve/exceed assigned targets
* Regular visit and review of stocks in key accounts
* Keep track of all account agreements and their timely renewals per direction.
* Issue timely payment to the accounts against various agreements.
* Ensure timely deliveries
* Reporting day-to-day sales activities of the area to the Marketing Manager
* Negotiating for space & display agreements / approvals & product listings
* Effective collection of payments
* Handling the area independently
* Covered Areas: Dubai, Sharjah, Ajman & Northern Emirates

**5) Period                                  :  Sep 2001 - Jan 2002**

**Organization                       : Hepworth PME-Dubai**

**Designation                         : Sales Executive**

## Job Profile:

* Preparing various reports based on sales
* Maintaining the stock level.
* Taking orders from clients and delivery the stock in time.
* Face to face dealing with various clients.
* Maintaining quality of work.

**EDUCATION & OTHER QUALIFICATIONS:**

* **M.B.A Marketing** from Sikkim Mani pal University, India
* **Bachelor of Commerce (B.Com)** Calicut University, Kerala, India
* **Pre Degree** from Kerala University, Kerala, India
* **S.S.L.C** from Kerala University, Kerala, India

**Languages known:**

English (Fluent), Hindi (Fluent), Malayalam (Mother tongue), Tamil (Fluent) and Spoken Arabic (medium fluent)

**COMPUTER KNOWLEDGE:**

* Diploma in Computer Application.
* Completed Tally & Peachtree accounting packages.
* Diploma in Advanced Computer Application from ANSAR COMPUTER, Kerala.
* Completed   Certificate Course for MS Office   Excel, Access, Word & VB from TECHNO SOFT, Kerala.
* Diploma in   WEB PAGE DESIGNING

**EXTRACURRICULAR ACTIVITIES:**

Playing cricket, shuttle, music, reading, studying, health club, observation etc.

**PERSONAL INFORMATION’S:**

Sex  **:** Male

Date of birth : 24th Feb1980

Place of birth : Kerala

Nationality : Indian

Religion : Islam

Marital status : Married

Visa : Employment (Release up on request)

Driving License : Valid U.A.E driving License