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|  | |  Gulfjobseeker.com <i>Helping you to search best jobs & talent since 2002!</i> APPLICATION FORM - NEW REGISTRATION NOVEMBER-2014 | | Profile Score  | |
| Recent Photograph | | Date 23/11/14 | CV No 1097742 | | |
| Profession / Specialty | | Sales Executive | | | |
| Industry / Projects | | Consumer Durables | | | |
| Nationality | | INDIAN | Place of Birth / City of Origin | | MUMBAI, INDIA |
| Gender | | <input checked="" type="checkbox"/> Male <input type="checkbox"/> Female | Marital Status | | <input checked="" type="checkbox"/> Single <input type="checkbox"/> Married <input type="checkbox"/> Separated |
| Religion | | ISLAM | Birth date (DD-MON-YEAR) | | 01/06/1986 |
| Languages | | Mother Tongue TAMIL | Other Languages ENGLISH, HINDI, URDU | | |
| Qualification | | MBA Marketing & B.E. COMPUTERS | | | |
| Gulf Experience | | 0 Years 10 Months | Total Experience | | 4 Years 0 Months |
| Gulf Driving License | | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | Do you have own car? | | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| Visa Validity Date | | D 22 M March Y 2016 | Visa Status <input type="checkbox"/> Visit <input checked="" type="checkbox"/> Employment <input type="checkbox"/> Student <input type="checkbox"/> Dependent | | |
| Employment Status | | <input type="checkbox"/> Employed back in Home Country <input checked="" type="checkbox"/> Employed in Gulf <input type="checkbox"/> Job Less-Unemployed | | | |
| Last Salary Drawn | | PAID 4000 | Last Salary Verified | | <input type="checkbox"/> Offer Letter <input checked="" type="checkbox"/> Contract |
| Expected Salary | | PAID 8000 | <input type="checkbox"/> Salary Increment Letter <input type="checkbox"/> Pay Slip <input type="checkbox"/> Statement | | |
| How much notice period you will need to join new position? <input type="checkbox"/> Can Join Immediate <input checked="" type="checkbox"/> 1 Week <input type="checkbox"/> 1 Month <input type="checkbox"/> | | | | | |
| Do you have any kind of health condition which can hamper you to perform your duties? <input checked="" type="checkbox"/> Fit to work <input type="checkbox"/> Yes <input type="checkbox"/> | | | | | |
| Do you have any kind of outstanding loans / finance / credit card facilities to repay? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> | | | | | |
| Do you have any kind of civil or criminal cases pending against you in any courts? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> | | | | | |
| What is the reason for your Job Search? Enter the industry which utilises my potential | | | | | |
| How many jobs you have applied so far? Many | | | How many interview calls you have received so far? 18 | | |
| What is your talent? Describe in detail. | | | | | |
| - Strategic planning & sales management. Using my technical skills for analysis and planning and management skills for execution of plan assists me to excel | | | | | |
| PCL Certificate | Gulf Experience | 1 | High Academic Scores - Mark Sheet | 1 | Worked 2+ yrs with employer |
| Fitness Certificate | Gulf / Intl Driving License | 1 | Post Graduate & Above Education | 1 | Promoted in Previous Job |
| IT Literacy | Arabic Proficiency | | On Job Training Certificates | | Awards or Appreciation |
| | | | IELTS Proficiency | | Experience Verified |
| Bonus Score | + Gulf Score | 2 | + Education Score | 2 | + Experience Score |
| Based on documents verified by our HR Assistants the candidate has achieved total score points of | | | | | = Total Score |
| | | | | | 6 |

To Interview this candidate please contact Gulfjobseeker.com Office Phone No 04-3970978



Personal Synopsis:

A highly efficient, innovative and self motivated sales & marketing professional, who is able to multitask, work as part of a team, handle pressure and most importantly convert leads to prospects and eventually satisfied customers. With infectious enthusiasm and an inspirational style, I have a considerable amount of experience in ATL as well as BTL activities of the sales and marketing pipeline. Having worked both in B2B and B2C environment, I acquired skills to interact with people at various levels. Successfully implemented sales strategies and marketing campaigns. Highly motivated to explore new territories and push existing limits to meet organization requirements. Holding a post graduation degree in **MBA Marketing** and graduation degree in **Computer Engineering (BE)** gives me a unique combination of management skills as well as technical skills. I have about **4 years** of work experience out of which 3 years in Consumer Goods.

Professional Experience:

1. **Trading LLC , Dubai** ***February 2014 to Current***
 - **Sales & Marketing Executive - HVAC equipments and accessories**
Role: Outdoor sales, corporate sales, marketing communications & technical administration.
Key Responsibilities:
 - Forecast sales and implement strategies to achieve desired sales output.
 - Generate leads, create new opportunities and create awareness of company's products and services. Regular communication and follow up with clients
 - Forecast requirements, manage purchases, issue of purchase orders and quotation.
 - Select distribution channels, get inputs from market and generate reports.
2. **I Ball (Computer Hardware & Accessories, Tablet Pc)** ***May 2011 to September 2013***
 - **Corporate Marketing Manager - Tamil Nadu (May 2012 – September 2013)**
Held an important role and thus made a substantial contribution to the future growth of the company. Worked in a team oriented and entrepreneurial environment to achieve desired business growth.

Key Responsibilities:

- Market research and design strategies to achieve desired output. Planning and forecasting for implementation of strategies.
- As corporate gifting was newly started successfully overcame the competition from existing players and secured a market share in the corporate gifting industry.
- Constantly keep a track of competitor's strategies to stay ahead in competition.
- Analyze the activities of team on a day to day basis and redesign strategies to achieve effective growth and desired business development.
- Align services with corporate gifting companies to create a focus for our brand and organize events to reach consumers.
- Organize promotional activities and marketing campaigns and coordinate with PR, press and marketing communication agencies on a regular basis.
- Reporting to regional and country heads on the effectiveness of strategies implemented and performance of the team.

▪ **Area Sales Manager – Chennai (May 2011 – April 2012)**

Responsible for driving sales of the organization and achieve desired targets with the help of a team in the designated territory.

Key Responsibilities:

- Organizing and training a team of sales executive to handle different sales territories within Chennai city.
- Quarterly listing of channel and retail partners. Update distribution network.
- Designing journey plans for each sales executive for their respective territories.
- Monitoring sales and distribution on a day to day basis and forecast procurement.
- Analyzing daily sales report submitted by executives and design schemes to promote sales. Summarize performance reports to be reviewed at sales meetings.
- Planning sales promotional activities like poster activity, weekly consumer interaction activity, demonstration canopy, consumer review and market feedback collection.
- Event organizing and budgeting of promotional activities.

3. Crescent Academy , India-Mumbai

June 2008 to August 2009

- Worked as a software trainer for Java, Data Structures, C, and C++.
- Assisted students in developing software projects in Visual Studio and Java for their academic certifications.

Overall Career Accomplishments:

- Achieved 70% growth in sales within 3 months of taking charge.
- Proposed and gained acceptance from the management of my company to revise incentive and rewards structure for the sales team. This structure was adopted across our company.
- Represented the company in various trade fairs and exhibitions.
- Successfully launched 3 new product categories and achieved desired response.
- Re appointed distributors and restructured the way sales was undertaken in the branch leading to optimum functioning and reducing distribution hurdles tremendously.
- Organized and successfully conducted a channel partner meet to strengthen company-dealer bond.
- Suggested changes to the reporting and performance monitoring system.

Key Competencies and skills:

| | | |
|--|------------------------------------|----------------------------------|
| ▪ Business Development | ▪ Brand Management | ▪ Competitor Analysis |
| ▪ Client Management | ▪ Direct Marketing | ▪ Event Management |
| ▪ Market Research | ▪ Project Management | ▪ Sales Management |
| ▪ Marketing Plan | ▪ Strategic Marketing | ▪ Database Marketing |
| ▪ Corporate Communications | ▪ Customer Relationship Management | ▪ Integrated Marketing Campaigns |
| ▪ Interpersonal skills | ▪ Online/Offline Marketing | ▪ Content Marketing |
| ▪ Conversant with Microsoft Excel, Powerpoint, Oracle, SQL and SPSS. | | |
| ▪ Windows XP, Vista, Server 2003, Server 2008, Windows 7, Windows 8 and Linux. | | |
| ▪ SAP ERP 6.0, SAP ABAP and SAP XI | | |

Academic Qualifications:

Master of Business Administration - Marketing

9.5 CGPA

SRM University 2009-2011

Bachelor of Engineering - Computers

70 % (Distinction)

Mumbai University 2004-2008

Personal Attributes:

- Adaptable and have a positive attitude towards change.
- Self motivated, persuasive and goal oriented.
- Excellent negotiation and problem solving skills.
- Quick in grasping, innovative and creative.
- Patient and extremely organized with a high level of attention to detail.
- Ability to take ownership of issues and work under little or no supervision.
- Can relate well with people at all levels and have the flexibility of working well as part of a team or individually.

Personal Profile:

Full Name : Faiaz Mohamed
Father's Name : N M Ibrahim
Address :
Contact :
Date of Birth : 1st June, 1986
Gender : Male
Marital Status : Single
Language known : English, Hindi, Marathi, Urdu, Tamil.
Nationality : Indian
Passport number :
Driving License : UAE & India.

References available on request.

I hereby declare that the above information is true to the best of my knowledge and belief.