**Gulfjobseeker – Supervisory Level CV No – 1317306**

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Visionary sales & marketing professional with dynamic career reflecting record-breaking performance in various fields within 10 years. Exceptional background in providing strategic, fiscal and operational leadership in a challenging environment with proven skills in increasing brand market awareness, growing customer base, reducing operating costs and achieving business profitability. Also, a strategic thinker with excellent communication, administration, organizing, management and team coordination skills plus vast contacts with various industry players across Qatar&India with valid GCC Driving Licence.

**STRENGTHS:**

* Self-Motivated Team Player.
* Sales-Marketing-Business development
* Profitability & Cost Analysis competency
* Expertise in major elements of marketing mix
* Contract Negotiation & Finalization of Deals
* Retail operations & brand management
* Planning-budgeting-forecasting skills
* Core strategic plan development abilities
* Motivating and empowering teams and individuals to achieve goals.

**MAJOR ACHIEVEMENTS:**

* Promoted as an Asst.Sales Manager on June-2012 (Behzad Trading /Behzad Group)
* Promoted as a Team Leader on June -2011(Behzad Trading/Behzad Group)
* Promoted as an Asst.Sales Manager on 2007 (Oriental Bakery/Behzad Group)
* Best Employee in Various Year.
* Introduced &Implemented new line of Activity such as Safety Products &Building materials.
* Introduced &Implemented Automotive Batteries from Korea&Indonesia
* Introduced &Implemented Printing Industry Chemicals Such as Solvents &Master batches.

**PROFESSIONAL EXPERIENCE:**

* **One and Half years of experience As Asst. Sales Manager with Reputed Trading Enterprises, Doha, QATAR**

**JOB RESPONSIBILITIES:**

* Dealing with International lubricants Brands.
* Conducting Sales Meeting, Preparing Sales Strategy Presentations, and Identifying new Product Lines & Preparing Reports.
* Developed and sustained relationship with potential and existing clients/organizations by coordinating professional meeting, attending promotional events and providing effective administrative support
* Actively supported company sales team – Coordinated sales details before and after the sale and handles contacts
* Participated in execution of sales strategies
* Prepared clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations
* Met with customers on company premises to discuss requirements
* Made efficient purchases of resale supplies
* Was responsible for timely accurate quotations and various Performa invoices to customers processed inquires by personal visits, email, phone, fax
* Adopted proactive approached to promotion – Contacted regional team for order status
* Contributed insights into marketing activities, promoted them, and monitored any responses.
* Optimized sales by collecting and analysing information – Did trend monitoring and performance assessment

**PURCHASE & INVENTORY**

* Analysing Material Stock and Order Status.
* Planning New Stock order with help Purchase & Sales Dept.
* Preparing Purchase forecast with help Purchase & Sales Dept.
* Evaluation of Purchase Order & Lead Time
* Identifying new Product line
* Communicating with the Supplier/Manufacture, market related issues and promotions.
* **One Year Of Experience As a Team Leader- Business Development ,**

**JOB RESPONSIBILITIES:**

* Motivating the sales team to achieve targets.
* Handling new client enquiries and acting as the face of the business.
* Dealing with and resolving problems and issues which arise.
* Working with the sales and marketing team to drive sales forward.
* Mentoring and training up junior and new staff.
* Monitoring & reporting on standards & performance targets.
* Arranging & chairing weekly team meetings, focusing on targets & achievements.
* Implementing new initiatives.
* Involved in the recruitment of new staff.
* Praise team members and creates a positive working environment.
* Providing prompt and accurate information on individual performance.
* **One Year Experience As a Business Development Executive, with JOB RESPONSIBILITIES:**
* Build customer pipelines for expected business
* Solicit existing and new customers for business opportunities
* Promote and sell the company products
* Offer discounts and deals where appropriate
* Promote the business by working closely with the marketing department
* Liaison with suppliers
* Create detail proposed quotations.
* **More than Two Years Of Experience As an Assistant Sales Manager(HORECA), With a Reputed Organization,**

**JOB RESPONSIBILITIES:**

* Dealing with Major Clients in Qatar Region like ShaqabAbela Catering, Teyseer Catering(Universal Sodexo), Damac Al Jazeera Catering, Compass Catering(ESS), Amwaj Catering(QP Under),Qatar Caters, Qatar Star LLC, Qatar National Cement Company, Nasar Al Hajiri,CCIC (All Qatar Projects), ITCC(Sasco Group), Integral Food Service(ISS), Taijin Middle East .& Major Hotels & Restaurants)
* Monitoring daily Activities
* Developed and sustained relationship with potential and existing clients/organizations by coordinating professional meeting.
* Coordination with Manufacturing units and Delivery Channel
* Participated in execution of sales strategies
* Prepared clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations
* Preparing Tenders & Quotations
* Assuring On time Delivery and Quality of the Goods
* Preparing Time & Delivery Chart
* Payment Collection.
* **More than 8month Experience As Sales Executive, With a Reputed OrganizationJOB RESPONSIBILITIES:**
* Responsible for assigned sales targets (monthly, quarterly and annually)
* Proper execution of order and dispatch it on time.
* Develop new sample for client
* Maintain good relation with client.
* Support Sales Manager to Prepare the Sales Strategy & Plans
* Support Sales Manager to arrange Vehicle Trip Sheet
* To ensure weekly /monthly client & camp visit.
* Prepare Daily report and complaint register of the Client.
* Co- Ordination with Supervisors & Fleet in charge.
* **More than One Year of Experience as a Manager with Omega Network. Kerala, India**
* **Two years of Experience as a Sales & Marketing Coordinator with Distributor of ITC Vatakara, India**
* **Six Month Experience as a CCA with Home Stop (Shoppers Stop India Pvt ltd) Banglore , India**
* **Six Month Experience as a Marketing Executive with Escotel India Pvt Ltd (Vatakara) KERALA**

**EDUCATIONAL QUALIFICATION:**

* Diploma In Computer Application
* Higher Secondary (+2) in Science
* S.S.L.C.

**PERSONAL PROFILE:**

Date of Birth : 31-05-1983

Sex : Male

Marital Status : Married

Nationality : Indian

Languages Known : English, Hindi, Tamil, Kannada& Malayalam.

**Visa Status : Visit Visa**

**Driving License Number : Valid Qatar Licence**

**DECLARATION:**

I hereby certify that above information is true to the best of my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars