**Gulfjobseeker.com CV No:** **1367118**

**Mobile +**971505905010 / +971504753686

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**PROFESSIONAL SUMMARY**

A results driven, hardworking and capable Marketing Person with a track record of accomplishing the targets by maintaining better relations with the clients by giving them proper service and advises. Having a proven ability to ensure that a company enjoys a competitive edge when compared to their competitors by expanding the market share and increasing the brand image in the market.

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**WORK HISTORY**

9/2013 to Current **Procurement cum Sales Officer**

*ZENER LANDSCAPING LLC- DUBAI*

**Product overview:** Irrigation, pumps, fittings valves, building materials, plants, fertilizers, and chemicals, Geotextiles, vercicells

* Responsible for Order Placement Timing, Supply / Demand Alignment, Material Replenishment and Supplier Performance.
* Sourcing the most affordable materials for the projects
* Reviewing tenders and bids.
* Controlling the purchasing budget.
* Monitoring delivery times to ensure they are on time.
* Ensuring the adequate supply of all required materials, components and equipment.
* Helping to source alternative items with suppliers.
* Resolving disputes and claims with suppliers.

**Sales**

* Reviewing tenders and bids
* Helping the project Marketing team in the estimation and valuation of tenders.
* Participated in trade fairs ,exhibitions as the part of building Company’s brand image and used the references for getting the new projects.

7/2011 to 7/2013 **Sr.Marketing Executive**

*ARIDLAND DEVLOPMENT CO.LLC-ABUDHABI*

*Product Overview***:** Irrigation, pumps, fittings valves, lawnmovers.Watermeters

* Promote the company products based on technical knowledge & advantages of brand dealing with to expand the sales transactions and retain customer satisfaction.
* Making rapport with the Govt .departments and increase the sales volume
* Closely working with the engineers of the contracting companies to take approval of new products from the consultants.
* Negotiate & persuade corporate clients for the price list considering the limited discount rates for selling accordingly with company policy
* Interfere into handling customer complaints and ask support of technical department for complicated situations
* Regular follow-up with Customer Service and Customers

7/2009 to 4/2011 **Assistant Manager**

*AL MALAKIYA INVESTMENT LLC- MUSCAT,OMAN*

*Product Overview*:Marbles, Granites, Tiles, Interlock pavers, kerbstones wheel stoppers

* Meeting contractors and consultants in regular basis and introducing the products and services.
* Take the enquiries from the clients and quote as per their requirements
* Negotiations regarding the discounts and payment terms
* Confirm the prompt and proper delivery.
* Supporting the clients in material approval process by providing the technical data sheets previous approvals, etc.
* Responsible for customer retention by maintaining good relations, better services to them and receive the repeat and referral business .from them

5/2007 to 6/2009 **Marketing Executive**

*AVON CORPORATION LTD- MUMBAI, INDIA*

*Product Overview*: Personal weighing scales, laboratory scales, body composition analyzers and platform scales

* Marketing activities like sales, promotion, and brand building of these products
* Preparing and sending quotations, Performa invoices and order conformation.
* Conceptualizing and implementing sales promotional activities like shopping Mall activities, participating in exhibitions as a part of Brand building
* Identifying and developing new streams of revenue growth and maintaining relationship with dealers and purchase departmental persons to achieve referral and repeat sales.

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**SKILLS**

* Sales Professional with 6 years’ experience in sales including building materials, landscaping and irrigation Sectors and 1 year experience in Procurement.
* An Effective communicator with good negotiation and Presentation Skills
* Specialized in planning and coordination activities
* Able to manage multitasking and attention to the details

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**EDUCATION**

2005 MBA MARKETING

*ISHAN INSTITUTE OF MANAGEMENT AND TECHNOLOGY-DELHI , INDIA*

2007 Bachelor of Science: Electrical Equipment and Maintenance

*ST STEPHEN’S COLLEGE-KERALA, INDIA*

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**A**DDITIONAL **I**NFORMATION

NATIONALITY : INDIAN

NOTICE PERIOD : 1Month