**Gulfjobseeker.com CV No:** **1377882**

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**Desirable Designations**

Career Outline: Seeking career enhancing position in a developed organization. Looking forward to a stimulating ambience, conductive career advancement and professional growth and which will provide me ample scope where I can heighten and make use of my experience and talent for the development of an organization.

**Summary**

Over (12) years of excellent record in delivering standard results and executing Sales & Marketing, Product Manager, Operation Manager, Customer Manager and in various industries.

Strong problem solving skills, analytical skills, and communication skills of the market and updating Company’s strategies

Experience in interacting with clients and analysis of business requirements.

High level of understanding of detailed and functional areas of business processes. Ability to package process knowledge into viable solutions and structure them accordingly, Capacity for problem solving skills and interpersonal skills

**Skills Profile**

Well versed on office oriented software's like MS Office (MS Word, MS Power Point, and MS Excel). Etc.,

Install Software’s like Oracle 11i, MS Office2003, MS Office XP, Adobe\* Products, Corel draw\* Products, Antivirus Software’s & Software’s. Have good knowledge of Computer Peripherals.

**Education**

Master in Business Administration (MBA)

*Osmania University, Hyderabad, India*

Bachelor of Commerce (B.Com)

*Osmania University, Hyderabad, India*

**Professional Experience**

**City Height Co. – Hyd., India**  Jan 2014 till date

**Business Development Manager**

Responsibilities:

Good understanding of the Real Estate Market and processes in the lifecycle of a real estate transaction

Interact with the clients and accompany them on Site Visits

Participate in negotiations

Inform Managers about upcoming projects

Motivate the team to achieve high level of customer satisfaction.

Responsible for handling sales and marketing activities.

**Professional Experience**

**RAK Ceramics –UAE** March 2009 – Nov 2013

**Sr. Sales Executive**

Responsibilities:

(Limited Liability) the largest multinational company in the world manufacturing ceramic, Marble, Granites, porcelain and sanitary ware with exports more than USD1 billion over 156 countries ISO 9001 certification by CICS-U.K ([www.rakceramics.com/about.html](http://www.rakceramics.com/about.html) )

Responsibilities:

Handling local customers and approaching them with new innovative products.

Attending customer complaints, preparation of quotations.

Monitoring the displays in the showroom and timely updating the new samples.

Ceramic Tiles, Granites, Marbles, Kitchen items, Sanitaryware items and Building Materials.

Co-ordinating with Production & Stock dept for the new samples.

Supervising the showroom sales team to reach the sales targets.

**Budget Rent a Car Co., Jeddah, KSA** July 2007 - Dec 2008

**Operation Incharge**

Responsibilities:

Responsible for influencing customer satisfaction, increasing revenue and overseeing operational effectiveness and quality. Supervise shift personnel and ensure operational success and financial profitability.

Leverages comprehensive hands-on experience
Imparts real world knowledge
Helps develop skills unique to management in the vehicle rental industry
Offers support and guidance through a mentorship program

Maintain daily interaction with client, passengers and delivery drivers

Provide outstanding customer service

Enter orders into the delivery system and other administrative duties as necessary.

**Worked for Arab National Bank, Jeddah, K.S.A** May 2003 to June 2007

**Business Development Manager.**

Responsibilities:

My profile included heading a team.

Handling Auto loans, Business loans, Housing loans, and others activities

Planning for long- term objectives and growth of the organization.

Training and building a successful team of marketing executives, and other support people.

Motivate the team to achieve high level of customer satisfaction.

Responsible for handling sales and marketing activities.

Enhancement of market share by identifying potential customers.

Responsible for planning business strategies and boosting the co workers to improve the business.

Visiting periodically all the Clients in the region and maintaining a good relationship with them.

Personal Information

Religion - Islam

Nationality - Indian

DOB - 06TH May 1976

Marital status - Married
Place of Issue - Hyderabad

Languages - English, Urdu, Arabic, Hindi, Telugu

Given an opportunity, I will be confident to demonstrate my capabilities to your utmost satisfaction. I shall prove myself worthy up to norms of entire satisfaction of my superiors with my zeal, enthusiasm and hard work.

I am grateful for sparing your dear time to study my resume.