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| **Sales Supervisor**  |
| Dedicated Sales Supervisor with extensive experience in Shipping, in U.A.E., offering progressive years of management, and leadership expertise in the field of business development and strategic planning’s. Result oriented professional with proven marketing and leadership skills. Commercially aware and able to successfully lead and motivate sales teams to achieve maximum performance and results. Have a consistent track record in achieving all sales targets set and of improving efficiency, maximizes profits whilst minimizing costs. Seeking a suitable position within Sales & Marketing, with a company in UAE where I can develop their business in Middle East Region, to contribute towards their growth.  |
|   | **Areas Of Expertise** |   |
| * ***Strategic Planning***
 | * ***Excellent Communications Skills***
 | * ***Inter-Personal Skills***
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| * ***Sales Marketing***
 | * ***Supply Chain Management***
 | * ***Business Development***
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| * ***Export/Import & Logistic***
 | * ***Documentation, Reporting, Presentation***
 | * ***Team Development***
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| * ***Analytical, Problem-Solving Skill***
 | * ***Customer/ Key Account Management***
 | * ***Negotiating Skill***
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| * ***Profitability Improvement***
 | * ***Documentation, Reporting, Presentation***
 | * ***Organizational Skill***
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|   | **Core Competencies** |   |
| * Having been working in this Industry over 10 years, the kind of experience and exposure which I got is immense . The areas which I have experience are : Sales supervisor through experience both Import- Export & Air Sea consignments co ordination with customers , shipping Lines and Agents for end to end Process in Logistics Shipping ,Transportation , Warehousing , DP and customs formalities …having Masters in Business Administration Degree (MBA), Allahabad, India, followed by:
* **Sales & Marketing:** Ability to Plan, develop and organize marketing, & advertising policies and campaigns to support sales objectives, as per the company policy. Advise executives and clients on advertising strategies and campaigns to reach target markets, creating consumer awareness and effectively promote the attributes of goods and services.
* **Market Research:** Commission and undertake market research to identify market opportunities for new and existing goods and services. Research potential demand and market characteristics for new goods and services and collecting and analyze data and other statistical information. Advising on all elements of marketing such as product mix, pricing, advertising and sales promotion, selling, and distribution channels.
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|   | **Career Snap Shot** |   |
| Aug 2007 to Till Date  | **Sales Supervisor**, Able Logistics E-Freight Intl L.L.C., Dubai, U.A.E. |
| Jun 2004 to May 2007 | **Marketing Manager**, Unigreen Shipping & Airfreight Co. L.L.C., Dubai, U.A.E. |
| Mar 2001 to Apr 2003  | **Marketing Executive**, **A.S Exim Intl,** Hyderabad, A.P, India.  |
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|   | **Professional Experiences** |   |
| **Sales Supervisor**  | **(Aug 2007 - Till Date)**  |
| **Able Logistics E-Freight Intl L.L.C.** | **Dubai, U.A.E.** |
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| * Company deals into Container operation, NVOCC, Air freight, Seafreight , Freight Forwarding, Ware Housing, Transportation***, Projects*** as a Sales Supervisor I was reporting to Company Director Shipping.
* Supporting business growth and development through the preparation and execution of marketing objectives , policies and programmes
* Compiling list of prospective customers and business for use as sales leads based on information from business directories, industries ads, trade shows and other Back to back events.
* Responsible for growing the company’s business in the Middle east and Europe region through the world class management of service providers ..
* Identifying market oppurtunities and advising on the development , co ordination and implementation of plans for the promotion of the organisation’s products or services
* Evaluating available resources and coordinating with customer service & operation departments to deliver excellent service within the time and budget constraints.
* Marketing Shipping products and generating revenue for the company .
* Identifying the customer’s needs and advising clients on market condition, shipping lines & air lines procedures, Government import and export polices.
* Supporting business growth and development through the preparation and execution of marketing , objectives , policies and programmes
* Handle overseas agent accounts, (USA, GERMANY, ITALY, UK, EUROPE, GCC, CHINA).
* Ensure robust and joint business planning with the distributor / partner and robust execution of the sales and marketing plans
* Implementation of marketing and sales programmes through direct consumer communication including direct advertising and through the practice advertising and trade programmes covering professional practicing Management programmes
* Work with sales teams to ensure that marketing programmes that requires sales force implementation are working and adjust where required. Work with Directors shipping and Agents to develop key account specific marketing programmes where appropriate
* Ensure collection of outstanding payments within the agreed credit period as per company policy.
* Maintain current understanding of key market place information including customer needs , business practices , competition and new technology developments .
* Research potential demand and market opportunities for new and existing product and services. Develop overseas agent’s network, locals service providers, shipping & air lines for better services and rates negotiation.
* Participate in external market related activities such as customer contact , focus groups and professional meetings
* Monitor sales on daily activities; prepare reports of daily sales, weekly, monthly conversion / projection, customer data base. Present regular and structured reports on performance to the board of directors.
* Proactively direct and manage competitive activities , pricing , product launches and general market intelligence .
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| **Marketing Manager**  | **(Jun 2004 - May 2007)**  |
| **Unigreen Shipping & Airfreight Co. L.L.C.** | **Dubai, U.A.E.** |
|  |
| * Acquiring of new and potential target accounts for ocean freight forwarding operations while keeping the existing ones with high quality customer communication.
* Visiting potentials client based on new traffic demand monitoring and latest market developments trend in ocean freight forwarding.
* Achieving and exceeding assigned sales budgets.
* Dealing with customers request and following process in the organization and coordinating with agencies at abroad.
* Courteous, diplomatic and able to sensitively manage personal relationships across different levels of the business while working within tight response deadlines.
* Provide continuous, accurate feedback and assistance to the clients in line with high quality approach.
* Handling quotations for clients and rate Negotiations with Shipping Agents/Airlines.
* Handle overseas agent accounts, (USA, GERMANY, ITALY, UK, EUROPE, GCC, CHINA
* Maintaining credit term records and completion of contracts.
* Arranging Transportation for collection and delivery of goods as per customer’s requirements.
* Updating management with monthly Sales Report.
* Assists branch offices with managing advertising initiatives and media plans.
* Participates in weekly sales training sessions that are designed to inform and teach others in the company about marketing activities and initiatives.
* Analyzes Marketing and competitive data and consolidates findings to support local and national Marketing strategy development.
* Execute the day to day delivery of email marketing campaigns, e-newsletters, invitations etc.
 |
| **Marketing Executive**  | **(Mar 2001 - May 2003)**  |
| **A.S. Exim Intl** | **Hyderabad, India.** |
| * Work as Marketing Executive, and I was reporting to Managing Director.
* Generation of sales to the company.
* Prepare of invoices and follow up for payment.
* Handle payment (Cash / Cheques/ TT) and receivables both local and overseas customers / agents.
* Handle freight forwarding & agency accounts.
* Handle overseas agents accounts (GERMANY, UK, ITALY, US, GCC AND CHINA).
* Responsible to handle customer quires & providing necessary information.
* Prepare bill of ladings and sending final freight manifest / cargo manifest to discharge port agent.
* Making sales visit to potential clients in order to generate.
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| **Desired Attributes**  |  |
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| * Professional image, polished presentation.
* Highly motivated.
* Self starter with a good business sense.
* Creative and proactive approach toward challenge.
* Ability to influence and build relationship at all levels especially with external.
* Independent, resourceful and process high drive to excel.
* To develop, implement, review and continually improve the Company's sales strategy.
* Generate own leads and arrange appointments with potential new customers.
* Build and maintain customer relationships with view to retaining existing support and promote use of all applicable group services relevant to their business needs.
* Provide management with weekly sales plans.
* Generate visit reports and ensure any concerns or issues raised are acted upon.
* Maintain sales database.
* Ensure a high level of customer retention.
* Provide timely and accurate reports on activity undertaken.
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|   | **Qualification & Skills** |   |
| **Educational Qualifications** |
| 2000 | **Master of Business Administration (MBA)**, from University of Allahabad, India.  |
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| 1998 | Bachelor of Commerce from University of Allahabad, India.  |
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| **I.T. Skills** |
| MS Office Word, Excel, PowerPoint, Access, Publisher and Internet Explorer, MS Windows.  |
| **Languages Known** |
| **English** (Read, Write, & Speak) **Hindi** (Read, Write, & Speak) **Telugu** (Read, Write, & Speak). |
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| **Personal Information** |

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| Date of Birth | 21-08-1976 |
| Marital Status | Married |
| C:\Users\Khushali\Documents\OMessenger\Received files\CV_Preview_Logo.jpg**Gulfjobseeker.com CV No:** **1492746** |  |
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