

CONTACT

Mamoon

Relationship Manager

at Falcon GPS Trackers

Location:

Dubai, United Arab Emirates

Education: Bachelor's degree, Marketing Management

Experience: 6 Years, 8 Months

Location:

Dubai, United Arab Emirates

Name: Mamoon

Mobile Phone: C/o 971505891826

Country: Dubai, United Arab Emirates Email Address: [mamoon.262326@2freemail.com](mailto:mamoon.262326@2freemail.com%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20%20)

TARGET JOB

Target Job Title: Senior Sales Executive/ Sales Supervisor

Career Level: Mid Career

Target Job Location: UAE

Career Objective: Being eﬃcient and hardworking, I want to be a part of a reputed company, where I could be of help by utilizing my knowledge and gained experiences for the beneﬁt of the company and for my own personal development towards a progressive and harmonious working environment Seeking placement in a challenge position in an organization with opportunities of professional growth and better welfare. A challenging career that provides opportunities for professional growth and responsibilities in an esteemed organization. Looking forward to be in a winning team aggressively pursuing higher levels of excellence.

Employment Type: Full Time Employee

Target Monthly Salary: AED 6,000 (≈ USD 1,633)

PERSONAL INFORMATION

Birth Date 22 March 1993 (Age: 24)

Gender Male

Nationality Pakistan

Residence Country Dubai, United Arab Emirates

Marital Status Single

Number of Dependents 2

Driving License Issued From Qatar; United Arab Emirates

EXPERIENCE (6 YEARS, 8 MONTHS)

April 2016 - Present

Relationship Manager

at Falcon GPS Trackers

Location: Dubai, United Arab Emirates Company Industry: Information Technology Job Role: Sales

- Manage a portfolio of accounts to achieve long-term success.

- Develop positive relationships with clientsAct as the point of contact and handle customers’ individual needs.

- Generate new business using existing and potential customer networksResolve conﬂicts and provide solutions to customers in a timely manner.

- Supervise account representatives to ensure sales increaseReport on the status of accounts and transactions.

- Set and track sales account targets, aligned with company objectives.

- Monitor sales metrics (e.g. quarterly sales results and annual forecasts).

- Suggest actions to improve sales performance and identify opportunities for growth.

January 2014 - April 2016

Sales And Marketing Manager

at BLTCC- Mixtelematics Channel Partner

Location: Doha, Qatar

Company Industry: Information Technology

Job Role: Sales

Selling and Marketing Vehicle Tracking Systems, managing key accounts like Shell, Teyseer Security, Sodexo, Air Energi, Compass Catering(ESS), Bureau Veritas, Baker Hughes and 20 more high end clients, Solving technical issues, giving Web Training to the Clients,building strong relationships with the customers and development of business

January 2013 - January 2014

SME Account Manager

at Vodafone Qatar

Location: Doha, Qatar

Company Industry: Telecommunications

Job Role: Sales

Use relevant metrics and measures to routinely monitor progress against targets and take appropriate action to ensure targets are met or exceeded, Develop contact strategies and understand the decision-making process for each of the allocated accounts, Develop a pipeline of prospects which are systematically qualiﬁed, managing the decision-making process within allocated accounts to ensure sales prospects are closed, Ensure full compliance with SME sales procedures, sector regulations and

competition laws, Provide account data to the SME Accounts Sales Manager for developing a sales plan and monitoring its implementation, Managing portfolio of accounts, Generate new business, Engage project management duties, Delivering presentations, Attending meetings, Maintaining good relationships with clients .

April 2012 - January 2013

Senior Sales Advisor - Retails

at Vodafone Qatar

Location: Doha, Qatar

Company Industry: Telecommunications

Job Role: Sales

Promotion and sales of Vodafone Products, Maintaining Sales Dashboard for all the Sales Advisors, Scheduling shifts for the week, managing other sales advisors and training new Sales advisors

May 2011 - November 2011

Merchandiser

at SIT Distribution

Location: Doha, Qatar

Company Industry: Telecommunications

Job Role: Sales

Promotion and sales of all HTC products

April 2011 - May 2011

Promoter (Part Time)

at Vodafone Qatar

Location: Qatar

Company Industry: Telecommunications

Job Role: Sales

September 2010 - December 2010

Marshal (Part Time)

at QMMF

Location: Doha, Qatar Company Industry: Automotive Job Role: Safety

Position: Marshal (Part Time) Company: QMMF.

Company details: Qatar based company. QMMF organizes all international bike and track races in Qatar

Job Proﬁle: Providing emergency services and ﬁrst aid to the bikers. Period: December 2010, April 2011, December 2011

Area of operation: Doha - Qatar

EDUCATION

Bachelor's degree, Marketing Management

at Annamaliya University ( Distance Studies)

Location: Doha, Qatar

June 2015

High school or equivalent, Commerce

at Ideal Indian School

Location: Doha, Qatar

March 2012

Did +2 with Commerce Stream

High school or equivalent, General Subjects

at Ideal Indian School

Location: Doha, Qatar

January 2010

• High School Ideal Indian School - Doha Qatar. General Subjects 2010

SPECIALTIES

Convincing Skills

Questions: 0

Answers: 0

Language Skills

Questions: 0

Answers: 0

Appeals

Questions: 0

Answers: 0

Communication Skills

Questions: 0

Answers: 0

SKILLS

EXCEL

(Intermediate)

MICROSOFT WINDOWS

(Expert)

MICROSOFT WORD

(Expert)

SALES

(Expert)

POWERPOINT

(Expert)

SALES TECHNIQUES

(Expert)

Customer Relationship Management

(Expert)

Training

(Expert)

Communication Skills

(Expert)

Team Management Skills

(Expert)

Customer Service

(Expert)

Problem Solving Skills

(Expert)

Relationship Building Skills

(Expert)

Convincing Skills

(Expert)

LANGUAGES

Bengali

Level: (Expert) | Experience: 10 years or less

Arabic

Level: (Intermediate) | Experience: 10 years or less

Urdu

Level: (Expert) | Experience: More than 10 years

Hindi

Level: (Expert) | Experience: More than 10 years

English

Level: (Expert) | Experience: More than 10 years

MEMBERSHIPS

Football (Member of School Team) Ideal Indian School, Doha-Qatar

Membership/Role: Member

Member since:

Athletics (Member of School Team) Ideal Indian School, Doha-Qatar

Membership/Role: Member

Member since:

HOBBIES AND INTERESTS

Adventurous trips, camping, desert safari, swimming, boxing, car racing, and listening music