

**Sujith**

**Sales & Marketing Professional**

**Email:** **sujith.274238@2freemail.com**

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| **OBJECTIVE**Result driven and experienced professional with good business acumen and knowledge encompassing business areas, with emphasis on sales & marketing, business development, key account management and client relationship development. Track record of work achievements with competencies in targeting potential clients, conducting product presentations and closing deals tactfully. Dynamic and self motivated team player with excellent communication, analytical, organizing, coordination, problem solving, time management skills. Seeks a challenging role as Sales & Marketing Professional to share and enrich gained experience, work skills, and key contacts. |
| **STRENGTHS** |
| * Holds 9 yrs of professional experience
 | * Business expansion & client relationship skills
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| * Track record of sales target achievements
 | * Excellent convincing & negotiation skills
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| * Strategic planning & implementation
 | * Holds Qatar driving license
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| **Career Snapshot** |
| **Product In Charge – Nasir Bin Abdullah & Sons (Panasonic), Qatar.** | **Mar’13 - Present** |
| **Sales Executive – Nasir Bin Abdullah & Sons (Panasonic), Qatar.** | **Jun’11 - Feb‘13** |
| **In-store Merchandiser – Nasir Bin Abdullah & Sons (Panasonic), Qatar.** | **Dec’10 - Jun‘11** |
| **Sales and Marketing Co-ordinator – Precise Software Solution, Coimbatore, India.** | **Sep’07 – Sep’10** |
| **Sales Executive - UNC Systems Pvt Ltd – IT Products, Coimbatore, India.** | **Jun’06 – Aug’07**  |

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| **Areas of Expertise** |
| * Perform sales & marketing activities effectively to strengthen the company’s image in assigned territory, maintain business volume and gradually speed up business growth.
* Set up plans and strategies to develop new business opportunities and ensure business growth.
* Review, analyze market trends, competitor information, and pricing; recommend counter strategies to retain existing business and develop new market strategies.
* Deal with clientele to negotiate business dealing, tie-ups, strengthen client support, service and business operations, while developing contacts with key accounts and distributors.
* Organize marketing events, advertising, and promotion and oversee its implementation.
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| **Proven Job Role** |
| **Product & Sales In Charge – Nasir Bin Abdullah & Sons (Panasonic & JVC), Qatar.*** **Product Management**
* Interaction with principles for full order cycle.
* Demand estimation and ensuring market share targets.
* Order planning.
* Product pricing and competitors’ price mapping.
* PSI management for the categories handled
* Ensuring optimal inventory level and tackling ageing stocks.
* Arranging product launch.
* Visual merchandising.
* Planning time to time sales promotions.
* **Sales Management**
* Responsible for sales of Panasonic H&B category and Jvc products and ensuring its annual growth.
* Setting sales targets for Panasonic H&B and Jvc products distributors and channel partners and ensuring achievement of plans as agreed by management.
* Meeting buyers and other key persons of major mass merchandisers such as Lulu and Safari.
* Ensuring display shares.
* Co-ordination with merchandisers.
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| **Education** |
| **Bachelor in Engineering (Computer Science)** Graduated from Maharaja Engineering college, Coimbatore, India | **2002 - 2006** |
| **Bachelor in Computer Application**Graduated from Kalinga University, India – ( Directorate of Distance Education ) | **2002-2005** |
| **Senior Secondary Examination –** Govt HSS,Kerala, India | **2002** |
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**IT Skills**

MS Office (Word, Excel & PowerPoint), Internet and E-mail applications

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| **Personal Details** |
| Nationality | : | Indian | Visa Status | :  | Residential Visa Qatar Currently on UAE visit visa |
| Date of Birth | :  | 17th Sep’1984 | Driving License | : | Qatar Light Vehicle and International driving license |
| Marital Status | :  | Married | Languages | : | English, Hindi, Tamil & Malayalam |

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| **Reference** |
| Available on request |