**MOHAMMED RAZIUDDIN AHMED**

**Objective:** To become an achiever in sales

**PROFESSIONAL SYNOPSIS**

* Acquired an experience of **3 years** in sales and Marketing
* A self starter with entrepreneurial management skills having around **3 years** of qualitative experience in sales, marketing and business development in the Indian market.
* An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

**KEY STRENGTHS**

* Ability to envision creative sales strengths and programmers, then follow thoroughly on the details to ensure successful implementation
* Adapt at opening new accounts with challenging customers in fast paced environments
* Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles
* Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
* Ability to perform well on both independent contributor and team member

**AREAS OF EXPERTISE & EXPOSURE**

**Sales & Service Operations**

* Drive sales initiatives and for strategic market positioning and ensuring the increase in sales growth
* Ensure territorial growth/development for increasing sales volumes.
* Map & analyze business potential, identify new profitable product & product lines.
* Identify and explore new markets and tap profitable business opportunities for business development.

**Client Servicing /Relationship Management**

* Businesses prospecting of complete range of products.
* Designing and conducting pre-sales presentations to prospective clients.
* Devise strategies through effective customer centric services for retention of clients.
* Build a harmonious relationship with bulk consumers and corporate accounts.

**CAREER HIGHLIGHTS**

**Jan 2008 – Jan 2010**

**Organization : Hyderabad**

**Department : Retail**

**Designation : Sales and Marketing**

* Maintaining relationships with existing customers through regular visits
* Establish and maintain business relations and generate new business.
* Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.
* Achieved the targets in all months.

**May 2005 – Sep 2007**

**Organization : Bethlea distributors, Johannesburg, South Africa**

**Department : Sales**

**Designation : Sales Officer**

 Responsible for the business of 3 districts in the state.

* Converting sales through face to face sales negotiation with Medical practitioners, Hospitals and clinics.
* Recruitment of staffs for the team and successfully deploying them.
* Managing the key accounts and analyzing the sales through pharmacies.
* Reporting to the Regional Sales manager responsible for a product line of 25 Products
* Launched new products and product ranges.

**ACADEMIC CREDENTIALS**

Diploma in Computer Science Engineering from National Board of Education, Delhi

Intermediate from Board of intermediate, Hyderabad

SSC from Board of Secondary, Hyderabad

TECHNICAL QUALIFICATION

Operating Systems : Windows XP,7,8,10

Office packages : MS-WORD, MS-Excell, MS-Powerpoint

**PERSONAL DETAILS**

Languages Known : English, Hindi, Urdu

Date of Birth : 28-02-1983

**Job Seeker First Name / CV No: 1800636**

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