## ****CURRICULUM VITAE****

**SYED SABIRUDDIN**

**AREAS OF EXPERIENCE:**

**Business Development/Sales & Marketing/ Logistics (India, China, Malaysia)/Operations/ Administration/Regulatory Affairs/Finance Handling &Procurement.**

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**Career Objective**

To Secure A Challenging Position Where I Can Effectively Contribute My Skills.

**PROFESSIONAL EXPERIENCE: (15 Years).**

* **June 2015 to 30 November 2015 Worked as a General Manager For Zee Group of Companies Ltd.(A Wholesale and retail Pharmaceutical Company in Kampala, UGANDA. East Africa. Head Office and its 9 branches)**
* **April 2004 to December 2014Worked as a Sales and Business Development Manager For Super Pharmaceuticals Ltd.(Importers and distributors of Pharmaceutical and Surgical products in, Kampala, UGANDA. East Africa)**
* **April 2001 to March 2004 Worked as a Marketing Executive in Specialty Ranbaxy Ltd, Mumbai.**

**Also worked for Associated Businesses of the Director mentioned below:**

* **Royal Farms Ltd. (General Farming and Live Stocks)Worked as a General Manager**
* **Ruma Industries Ltd. (Tare Oil Production) Purchase and Sales Manager**
* **Wipro Computers Ltd (Importers)**
* **Super Computers Ltd (Importers)**

**Key Responsibilities handled**

**Business Development**

**New Business Development**

* Prospect for potential new clients and turn this into increased business.
* Cold calling as appropriate within the market or geographic area to ensure a robust pipeline of opportunities. Meeting potential clients by growing, maintaining, and leveraging my network.
* Identify potential clients, and the decision makers within the client organization.
* Research and build relationships with new clients.
* Set up meetings between client decision makers and company’s practice leaders/Principals.
* Plan approaches and pitches. \* Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives.
* Participate in pricing the solution/service.
* Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Using a variety of styles to persuade or negotiate appropriately.
* Present an image that mirrors that of the client.

**Client Retention**

* Present new products and services and enhance existing relationships.
* Work with technical staff and other internal colleagues to meet customer needs.
* Arrange and participate in internal and external client debriefs.

**Business Development Planning**

* Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
* Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
* Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
* Using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators.

**Management and Research**

* Submit weekly progress reports and ensure data is accurate.
* Ensure that data is accurately entered and managed within the company’s CRM or other sales management system.
* Forecast sales targets and ensure they are met by the team.
* Track and record activity on accounts and help to close deals to meet these targets.
* Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
* Ensure all team members represent the company in the best light.
* Present business development training and mentoring to business developers and other internal staff.
* Research and develop a thorough understanding of the company’s people and capabilities.
* Understand the company’s goal and purpose so that will continual to enhance the company’s performance.

**Procurement.**

* Conducting research via trade publication, the Internet, catalogues, and trade shows to identify potential suppliers.
* Working closely with the warehouse teams, trade counter people and mail order staff to keep an eye on what’s selling and what’s not.
* Ensuring that all goods and services purchased comply with the company’s social sustainability policies.
* Generating and implementing purchasing strategies.
* Managing purchase requisitions and orders.
* Preparing purchase orders and subcontracts.
* Managing existing vendor and supplier relationships.
* Responding to internal and external supplier inquiries.
* Approving bills of payment.
* Having meetings with potential suppliers and asking them searching questions.
* Monitoring returns, damage replacements, and warranty claims.

**Logistics**

* Manages vendors, customers and stakeholders in delivering project requirements to quality, cost and schedule
* Handles the tasks of managing a team of inbound and outbound logistic professionals
* Coordinates and controls shipping of goods between factory and various sites
* Ensures that the export and import activities is in line with international and U.S. laws
* Collaborates with packaging engineers to protect export and import goods in an effective way
* Analyze logistical issues and provides solutions for the same
* Performs other administrative duties and works with sales group on global business development opportunities

**Educational Qualifications:**

**Technical:**

* Diploma in Medical Lab Technician
* Diploma in System Management (Aptech)
* Knowledge of Tally

**Academic**

* SSC from Board of Secondary Education in1993
* Inter from Board of Intermediate Education 1996
* Bachelor of Science (BSC)……..

**Strengths**

* Zeal to learn new things.
* Confidence, which enables me what I deserve.
* Smart work and determination, which best suit for success.
* Adoptability to do any kind of work in any environment.
* Patience in work which is handling problems very fast.

**Personal Details**

Name : SYED SABIRUDDIN
Date of Birth : 07 APR 1978
Marital Status : Married (Blessed with three kids)

**Job Seeker First Name / CV No: 1830354**

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