**Sagren**

[**Sagren.325493@2freemail.com**](mailto:Sagren.325493@2freemail.com)

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**Personal Details**



**Summary**

Seeking a position in a leadership role where I can add value to the company with my Experience, Strengths’ and Skills.

I am a self-starter, a team player with a CAN DO ATTITUDE and an OUT OF THE BOX Mind set



**Highlights**

* *Charismatic with strong leadership skills - able to influence, motivate and direct a workgroup and virtual team*
* *Technical aptitude - capable of comprehending and communicating technology concepts*
* Excellent communication skills - fluent spoken and written English
* *Self-motivated, enthusiastic and positive attitude*
* Business expertise in relevant technologies/services - Cloud Computing, Virtualization
* *Listen and treat every interaction as an opportunity to create a raving fan and a future business opportunity*
* *A spirit of collaboration – I thrive when I work with a diverse range of people with different views, perspectives and priorities*
* *A pragmatic and commercial mind-set that understands the challenge of sustainability*
* *experience meeting and exceeding objectives in quota-driven environments*
* *leading opportunities in a team-based environment*
* *strong track record of success in an high pressure environment*



**Work Experience**

**SHOLIN Technology (Dubai) – Sales and Marketing - Managerial**

**September 2013**

- Present Existing data base of more than 1500 doctors and 2500 large and SME

Companies in UAE

Selling of Bespoke IT Software Solutions, Secunia Vulnerability software solutions, and *RFID solutions for Hospitals, Clinics, Banks, Large Organizations and SME*

**Du Telecom ( Dubai )** - Last Position held - **Operations and Sales Manager**

**April 2006 - June 2013**

Created and Lead the following teams :  
All positions were with Enterprise Sales   
> Enterprise Sales   
> Construction Site Office   
> Desk Based Accounts Manager ( DBAM )   
> Operations   
  
Some of My Highlights at Du Telecom are :  
  
• Designed, wrote the process and implemented the Construction Site Office Process  
• Designed, wrote the process and implemented the Lead Management Process  
• Set up the Desk Based Account Management Department  
• Worked with Oracle to design and implement, Sales Force Automation (SFA).  
• Ensured all Account Managers, Directors and Senior Directors were Trained on SFA  
• Designed and implemented the Road Show Plan

**Telkom South Africa** - **Regional Sales Manager**

**January 1998 - March 2006**

* Responsible for a team of 8 Account Managers for Enterprise Sales
* Managed the Johannesburg Enterprise Division
* Developed Value Propositions , Sales Strategies
* Managed changing operational needs

**B&B Plumbing and Building Suppliers** - **Sales Representative**

***(South Africa)***

**January 1988- January 1998**

Wholesaling of Building and Plumbing material to building Contracting Companies and Hardware suppliers. Sold a full range of Building and Plumbing Material

*Selling to Building Contracting Companies: Shade Cloth, Floor and Roof Plastic, Insulation for ceilings .Also sold Plastic to the Agricultural sector*

*Sold Ceramic tiles and Bath room sets to Consumers and Building Contractors*



**Key Skills**

♦ Leadership ♦ *Channel Management*

*♦ Negotiations ♦ Taking Action*

*♦ willing to roll up my sleeves to solve problems ♦ Delegating to the Right People*

*♦ Passionate and professional ♦ open to new ideas*

*♦ Microsoft Office (Word, Excel, Power Point) ♦ passionate*

*♦ considering the opinions of others ♦ Creating Work Flow and Process*

*♦ communicating in a Clear and Concise Manner ♦ innovative sales professional ♦ will take calculated risks to grow the value of a business*



**Education**

* **University of the Free State (South Africa)**

Management Development Programme (MDP) (Diploma) - January 1999 - December 2000

* **Varsity College ( South Africa )**

Business Management (Diploma) - January 1995 - December 1998



**CERTIFICATIONS**

**● Franklin Covey ( Dubai )**  - The 7 Habits of Highly Effective People - November 2010

**● Dale Carnegie (South Africa)** - Effective Speaking and Human Relations - September 1991

**● Damelin Management School (South Africa)** - Marketing & Sales Management - January 1991

**● Tshwane University (South Africa )** - Competitive Intelligence

***● Miller Heiman***



**Drivers Licenses**

**Yes**  : Dubai and South African

