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**Roseller**

**Roseller.332519@2freemail.com**

**BUSINESS DEVELOPMENT MANAGER**

**QUALIFICATION/SKILLS**

**MANAGERIAL and SALES**

* Analytical thinker with advanced skills in data analysis
* Ability to influence teams without using formal authority
* High level of problem solving skills
* Previous success in delivering sales growth to the company
* Ability to build relationships with key customers and sales agent
* Market/product knowledge and awareness of competitors
* A strong, confident negotiator, sympathetic to client’s needs whilst at the same time able to support the business goals of company

**PERSONAL**

* Able to work under specified and agreed time constraints
* Able to resolve difficult situation
* Comfortable working in a highly autonomous environment

**WORK EXPERIENCE**

**Sales and Marketing Manager**

Farooq Qamber Trading-Dubai

November 2010 to present

* Responsible for importing products ( consumer goods) from different countries to be marketed in UAE
* Pricing for every products ( competitive) for the market, margin proposal (profit) for the company
* Product registration and label approval ( Dubai Municipality), custom clearing and creating market (listing for every hypermarket, supermarkets, groceries and petrol station)
* Handling merchandisers/ promo girls and promotional activities in-stores.
* Enable to increase company’s SKU’s to highly profitable level
* Research and develop products for possible market share
* Managing relationship with suppliers, vendors, internal clients and community partners

**Mail Carrier**

United States Postal Service-Baltimore, MD

May 2006 – October 2009

* Responsible for delivering and collecting mails in assigned territory
* Being the fastest and concise mail carrier in the branch

**Key Account Manager**

Goodyear Philippines Inc – Cebu City, Philippines

May 2003- October 2004

* Managed dealer accounts in my territory, set up quotas (targets), distribution (creating sub-dealers), training (tires maintenance ) for dealers and associates
* Enable to reached my target (quota) of 15 million pesos a month for 6 consecutive months (won an award)

**Medical Representative**

Servier Philippines Inc.

February 1999 – 2003

* Promote products on top Physicians, detailed products for its cost-benefits, advantages, clinical dossier
* Organized Product Presentation, Scientific Symposium for Physicians and other health workers
* Consistently achieved monthly target for each product assigned

**Key Account Manager**

Sara Lee Philippines Inc.

October 1991 – December 1998

* Responsible for placement of products in all Hypermarket, Supermarket, Dept. Store in assigned territory
* Implementation of marketing strategies (i.e. sales promotion, POP and POS materials, etc.)
* Merchandising activities
* Achieved given monthly and annual target

**EDUCATION**

**Masters in Management in Business Management 1991-1992**

University of the Philippines- Cebu City

**BS in Information and Computer Science in Computer Programming 1987-1991**

University of Cebu- Cebu City

**REFERENCES AVAILABLE UPON REQUEST**