****

**Mohamed**

**Dubai**

**Mohamed.333313@2freemail.com**

**Objective**

Seeking a growth oriented suitable position in a well esteemed organization that can extract best out of me and allows me to excel in my work and **excellent command in English, Arabic, Urdu, Tamil, Malayalam, &Sinhal**a Conversing ability in working environment.

**Work Experience**

2013 August to Jun 2016:  **Marketing Executive,Ass. Manager,**

**Advanced Technical Solution ( ATS)**

**P.O. Box # 47620, Doha,**

**Qatar.**

**CAREER SKILLS / KNOWLEDGE**

|  |  |
| --- | --- |
| * Advertising Placement
* New Product Pricing
* Product Promotion
* P&L Responsibilities
* Sales Training and Development
 | * Inside and Direct Sales
* New Client Development
* New Product Case Development
* Competitive Strategy Development
* Long and Short Range Planning
 |

**PROFESSIONAL EXPERIENCE**

Management

* Project management of marketing initiatives including developing and tracking schedule and budget to meet goals, implementing quality control reviews, and delivering final product
* Created marketing strategies, themes, and messaging consistent with ATS brand
* Analyzed clients and opportunities to target marketing on areas that will realize best ROI
* Assisted Marketing Manager in development and monitoring of marketing budget
* Managed and mentored Marketing Coordinator and Marketing Assistant to ensure quality marketing results and continuous improvement
* Collaborated with the legal, sales, tech, PR, social media and editorial teams on a day-to-day basis.

Marketing

* Experience of territorial marketing, account management and client relations and retention.
* Writing detailed sales forecast report for senior company managers.
* Gathering industry data and analyzing spend patterns to highlight the potential for future growth.
* Communicating new products to potential clients.
* Proven ability to maximize sales opportunities by creating professional sales script and building rapport with potential new and also existing customers.
* Build customer pipelines for expected business. Solicit existing and new customers for business opportunities.
* Promote and sell the company products. Offer discounts and deals where appropriate
* Promote the business by working closely with the marketing department. Liaison with supplier
* Create detail proposed quotations. Presented and sold company products and services to present and potential clients
* Attained sales goals and objectives through the key performance indicators (KPI’s)
* Managed all administrative aspects of the role in a timely manner. Identified, focused and developed growth plans

August 2009 to April 2013: **Marketing Executive, Business promotion officer.**

**SCAN Associates**,

**P.O. Box # 0321. Riyadh11484,**

**K.S.A.**

Sep, 2005 to August 2009: **Marketing , Sales Executive,**

**Huawei Tech Investment Co. Ltd**,

**P.O. Box # 295320, Riyadh11351,**

 **K.S.A.**

**KEY COMPETENCIES AND SKILLS**

|  |  |  |  |
| --- | --- | --- | --- |
| Brand launch | Business development | Product advertising | Loss prevention |
| Planning | Promotions | Competitor analysis | Site selection |
| Negotiating | Merchandising | Key account management | Staff development |

* Launched and distributed company product to over 300 accounts.
* Involved in the recruitment, interviewing and training of over 30 sales staff.
* Negotiated loyalty programmed with our local vendors.
* Researching the market for related products.
* Arranged client demonstration.
* Regularly liaised with our suppliers to ensure the progress of existing orders.
* Involved in the recording and administration of sales by forwarding reports and copies to the sales office.
* Provided customers with competitive quotations.

**PROFESSIONAL EXPERIENCE**

* Experience of territorial marketing, account management and client relations and retention.
* Writing detailed sales forecast report for senior company managers.
* Gathering industry data and analyzing spend patterns to highlight the potential for future growth.
* Communicating new products to potential clients.
* Proven ability to maximize sales opportunities by creating professional sales script and building rapport with potential new and also existing customers.

September 2002 to September 2004: **Business Promotion Assistant.**

**Janashakthi Insurance LTD,**

 **P.O.Box #1359, Colombo.00200**

**Sri Lanka.**

**Professional Qualification:**

* **Diploma in Computer,**

**NITA, Sri Lanka.**

* **Specialist in government and Motor Insurance Analyst.**

Janashakthi Insurance**, Sri Lanka.**

**Educational Qualification& Courses:**

**Graduation of BSc Agro Science**

University of Peradeniya .Srilanka. **Year: 1998 - 2003**

**Diploma in English**

University of Peradeniya .SriLanka. **Year: 1998 – 1999**

I hereby certify that the above mentioned details are true and correct to the best of my knowledge.

Sincerely,