

**Babha**

C/o-Mobile: +971505891826

Dubai – United Arab Emirates

Email: babha.341582@2freemail.com

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## CAREER OBJECTIVE

Sales position with an opportunity to produce top sales results, develop excellent customer relations and advance to higher sales levels.

Summary of Skilland Experience

Self-motivated and well organized professional with substantial experience in B2B sales; being able to complete the assigned task efficiently with accuracy. Proven ability to manage multiple assignments while meeting tight deadline schedules. Strong relationship building skills, staff management skill and effective collaboration with management, co-workers, vendors and clients

* 10+ years of experience in the field of Sales and Marketing for IT & Interior products with valid UAE Driving License
* Competent in implementing effective solution to the customer needs, with an aim to improve customer content and consequently customer loyalty repeat and referred business
* An excellent planner with proven abilities in accelerating growth and generating new business
* Analysing latest marketing trends and tracking competitors activities and providing valuable inputs for fine tuning marketing strategies
* Strong communication and interpersonal skills with the ability to identify customers’ needs and present effective solutions
* Ambitious and innovative, Hardworking and highly adaptive to changing requirements

**PROFESSIONAL PROFILE**

**January 2016 to till date:** Secure Decor Material Trading Middle East distributor for window film and window blinds manufacturing company in UAE as **Business Development Executive**

**August 2011 to Dec 2015:** Hitec Walls & Window Coverings LLC (Al Reyami Group) leading window treatment and wall coveringcompany in UAE as **Business Development Executive**

**HIGHLIGHTS**

* **Business Development**: Direct sales & marketing. Identifying market potential, evolving marketing strategies to achieve the targets. Registering company in government sectors and generate enquires. Assisting in preparing quotes and presentation & all the process to win the project
* **Key Account Management**: Developing relationship management with Architects Consultants & Interior design companies to promote the brand. Accounts receivables and credit evaluation

**Jan 2006 to July 2011:** Kumar IT Stop –Business Partner for IBM India &Lenovo and leading IT products distributor as **Sales Manager**

**HIGHLIGHTS**

* **Business Development**: Analysing business potential, conceptualizing strategies to drive business and achieve desired targets, Monitoring competitor activities and devising effective counter measures. Reviewing sales reports of Executives and present reports & action plans to the management
* **Key Account Management**: Handling project based corporate clients-Hospitals, CollegesUniversities, Banks and introducing new development in networking, storage & server.
* **Channel Sales Management:** Developing and appointing distributors and dealers to expand product reach in the market

**EDUCATION**

**Bachelor of Commerce –** University of Calicut, India

**IT SKILLS**

Course in Computer Applications

Diploma in Practical Accounting.

**PERSONAL DETAILS**

**Date of Birth :**15/05/1977

**Nationality** **:** Indian

**References :** Available on request

**Languages Known :**English, Hindi, and Malayalam

**Driving License:**UAE Light Motor

Place:

Date: **Babha**