**CURRICULUM VITAE** 

|  |
| --- |
| **MOHAMED****MOHAMED.348170@2freemail.com** |
|  |

|  |
| --- |
| **Objective** |
|   Sales Management position that will not only effectively utilize acquired expertise, creative talents and commitment to excellence, but also develop and enrich it, broaden the perspective and gain a fulfilling experience. Desire a position with career growth potential. |

|  |
| --- |
| **Personal Skills** |
| * Encompassing **Sales** and **Team Management**
* Skill to **drive business growth**, capitalize on new revenue potential and manage **all aspects of daily business operations.**
* **Quick and sturdy** with an ability to rapidly achieve organizational integration, easily assimilate job requirements and aggressively employ new methodologies.
* **Energetic and self-motivated** team player/builder.
* Proven track record of **increasing revenues**, streamlining workflow and creating a team environment to increase productivity.
* Excellent **leadership skills**, capable of **motivating** and **handling** teams to **produce desired results** even under situations of pressure and while handling multiple responsibilities.
 |

 **Key Competencies**

**\*Retail Management**

**\*Sales Management**

**\* People Management**

**\* Marketing Management**

**\*Business Development.**

|  |
| --- |
|  **Education** |

* **SSLC in** 2006**,** 57%

 **KSSEB, Bangalore**

* **PUC (HEBA**) in 2008, 38%

 **Bangalore Pre-University**

**Technical Skills:**

* + - Basic in Computer's
		- Well versed in Microsoft Excel/Power point.
		- Basic with APX and Tally.

|  |
| --- |
| **Past Experience**  |
| **Organization: IKYA Human Capital Pvt. Ltd 2015-2016****Project : Google My Business / Add Word Express** **Designation: Team Leader / Node Leader** **Function*** **Managing Sales** of Add Words operation in Bangalore.
* **Managing GMB** and also Schedule activities.
* New Client planning for growing market.
* Constantly follow up with all the Team Members and market updates.
* Organizing and executing the market for the new Business Growing.
* Handling the Team of members & Healding Meetings

**Organization: ENCON IMPEX PVT LTD. 2013-2015****Designation: FOS – FIELD OFFICER.****Brand : Alcatel Mobiles.****Function** * **Managing Sales** operation in Bangalore.
* **Stock planning** and also Schedule activities.
* **New Dealers** planning for growing market.
* Constantly follow up with all the dealers and market enquiries.
* Organizing and executing the market for the new billings

**Organization: NOKIA (Living Design India Pvt. Ltd) 2012-2013****Designation: Store Manager****Function** * Managing Sales operation Store in Bangalore.
* **Stock planning** and also Schedule activities for **slow mover liquidation.**
* Constantly **follow up** with **Staffs &** **Promoters** on achievement till date and building **up a moral pressure** and get the target to be achieved month on month.
* Organizing and executing **training** for my Staff.
* Consistently review on targets assigned to Staff and ensure achievement.

**Organization: SAMSUNG INDIA PVT LTD. 2009-2012** **Designation: SPC to SSPC**-OT. **Function** * Selling Samsung **Handsets** to customer standing at Organized Retail Univercell Mobile Expert.
* Also handle customer's issue and resolving all problems from sales to till service**.**
* Focusing on high ASP and maintaining 45% of counter share.
* Retaining same consumer and returning to my store with good relationship.
* Build and maintaining a **healthy and strategic relationship** with customers/ Store Manager/ sales staff.
* Planning beginning of every month for achieving target.
* Achieving month on month target given from my Team leader

|  |  |  |
| --- | --- | --- |
|  |  |  |
| **Personal Details** |
|  |
|  |  |  |
| Date of Birth | :: | 27 August, 1990 |
| Marital Status  | :: | Married.  |
| Languages known | :: | English, Kannada, Hindi and Urdu |
| Hobbies | :: | Music & Learning  |
|  |  |  |
|  |  |  |

  **Declaration**  I hereby certify that the above given information is correct to the best of my knowledge and belief. |