**CURRICULUM VITAE** 

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| **MOHAMED**  [**MOHAMED.348170@2freemail.com**](mailto:MOHAMED.348170@2freemail.com) |
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| **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. |

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| **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.**

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| **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.

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| **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. |