**CURRICULUM VITAE.**

**Name : Rais**

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 **CAREER OBJECTIVE:**

Seeking a Business Development Director / Sales Director/General manager in a prestigious company that can utilize my knowledge, work experience, Skill and education background that will provide the company and excellent services and dedicated work. Strategic marketing, extensive sales & marketing experience, a record of leadership will be applied to expanding business and achieving goals.

 **PERSONAL SKILL:**

* Highly articulate, confident, hardworking able to motivate and communicate.
* Reliable and dependable high personal standard and attentive to details.
* Methodical & rigorous approach to achieve task and objectives.

 **PROFESSIONAL EXPERIENCE / ACADEMIC CREDENTIALS:**

1. Business Management ( Diploma in Business Management from London ( U.K)
2. Diploma in Business Management from Zabeel Institute Education DUBAI.
3. Diploma in Sales & Marketing Management from London (U.K)
4. Diploma in Sales & Marketing Management from Zabeel Institute Education DUBAI.
5. Degree in Bachelor Of Commerce from Bombay Board University.
6. Knowledge of Microsoft words, Excel, Ms Office & Internet.
7. Holding Maharashtra Board Certificate in Typing.
8. Holding certification in Time Management.
9. Holding Certification for Presentation & Public Speech.

 **STRENGTH:**

* Efficient time management and adherence to time schedule.
* Excellent analytical and communication skill.
* Perpetual endeavor for upgration of knowledge.
* Flair for learning and mastering new concept and meeting any kind of professional challenges.
* Result oriented individual with a background of success in supporting superiors. Excellent communication and interpersonal skills & proven ability to communicate effectively with Management, executing customers and staff. Possesses contagious enthusiasm towards the achievement of organizational objective.

**CHANNEL MANAGEMENT**

* Developing and appointing new business partners to expand product reach in the market.
* Evaluating performance & monitoring their sales & marketing activities.

 **TOTAL 18 YEARS EXPERIENCE IN U.A.E**.

 **AUGUST 2009-TO TILL DATE: GENERAL MANAGER/BUSINESS DEV DIRECTOR//**

 **COMPANY: ALI AL MULLA INTERIOR DECORATION FACTORY.**

 **ALI AL MULLA** interior decoration factory is one of the multifaceted business in Dubai.We are one

 Of the leading furniture manufacturing company in U.A.E. since 1987.

 **My responsibilities in ALI AL MULLA interior decoration factory are as detailed below:**

* I had worked as a general Management from A to Z.
* Sales/Marketing: Successfully managing all the sales force.
* Administration: Successfully managing all the administration work smoothly.
* Purchase : Successfully managing all the purchase procedures whether Cash or Credit basis.
* Human Resource: Successfully and recruiting the right candidate for the company.
* Design Dept /Estimate Department: Successfully managing the design/estimation department.
* Silled and Unskilled Team : Successfully managing these skilled and unskilled team.
* Dealing with all the leading Consultant, Contractors & construction cos. & direct clients.
* Marketing Finest Interiors products & services to,Malls,Hotels,Towers,Villas & Offices furnishing.
* Making strategy and marketing planning for development of marketing sales team and implementation of successful marketing strategies.
* Co-coordinating with the design dept, Engineering dept for technical point & various related issues
* Interact and develop rapport with all external / internal constituent of clients at all levels, for maximum client's retention & achievement of revenues market.
* Self Motivated, Smart and capability of leadership to face challenges & achieve the target.

 **II JUNE 2008– TO JULY 2009: GENERAL MANAGER/ BDD//**

 **COMPANY: GLOBAL GROUP.**

 **My responsibilities at GLOBAL GROUP is**

 **Here also same function in which I mentioned in ALI AL MULLA INTERIORS AS A GENERAL MANAGEMENT and BUSINESS DEVELOPMENT.**

Planning for Today &Tomorrow&Quaterly&Yearly.

1. Crafting the professional sales force.
2. Strenghting the sales team..
3. Compensation Programme that drives sales superior performances.
4. Leading / Measuring & Managing Performances.
5. Create sales culture & the ability to communicate them.
6. Managing the right things,time & people.
7. Finding & Recruiting the best sales team.
8. Territory Planning, Compensation & Rewards.
9. Held daily / weekly / monthly / Sales meeting.
10. Putting the sales force from Analysis to Action.
11. Dealing with all the consultants, Contractors & Construction Companies,Design companies.
12. Self Motivated, Smart and capability of leadership to face challenges & achieve the target.
13. Motivating all my sales force for better performance & awarding the sales personnel
14. Sales forecast & budget & Evaluating performance of the sales personnel and marketing activities
15. **Having good relationship with key decision makers for business development.and Projects approval.**

 **IV FEB 2002 MAY 2008: GENERAL MANAGER//SALES DIRECTOR.**

**COMPANY : BMC GULF TRADING AND CONTRACTING COMPANY**

BMC Gulf is part of the IKK Group and is based in the United Arab Emirates to serve the local market other GCC countries and the Middle East region with specialized building materials, Interiors and contracting services.

**Our scope of activity includes:**

* Interior’s Turnkey Projects.
* Turnkey design & installation for geosynthetic liners including building materials supply seaming & quality control.
* Design, material supply & installation of acoustic and sound insulation materials forconference halls and auditoriums**, schools, offices, factories, warehouses etc.**

 **My responsibilities in BMC Gulf are as detailed below:**

* Dealing with all the leading Consultant, Contractors & construction cos.
* Marketing Finest Interiors products & services to,Malls,Hotels,Towers,Villas & Offices furnishing,design companies.
* Implementing sales promotion activities for our brand to be known in the market.
* Making strategy marketing planning for development of marketing sales team and implementation of successful marketing strategies.
* Strategic business unit objectives & strategies implementation to the profit growth of the company.
* Sales forecast & budget & Evaluating performance of the sales personnel and marketing activities.
* Co-coordinating with the design dept, Engineering dept for technical point & various related issues.
* Motivating all my sales force for better performance & awarding the sales personnel
* Training all the newcomers & motivating them
* Looking in business development iniatives and implement the marketing / selling strategy.
* I was also the head of collection dept to recover all the payment from all the companies & also monitoring the collection team.
* Organizing promotional activities like Campaigns, Camps, and Promotions & Loyalty programme for enhancing market visibility & achieving better result.
* Mentoring, Motivating and guiding team members ensuring sales business generation and achieving budgeted figures on monthly basis.
* Interact and develop rapport with all external / internal constituent of clients at all levels, for maximum client's retention & achievement of revenues market.
* Motivating all my sales force for better performance & awarding the sales personnel
* I was also involved in Research and development of the business.
* Effectively interfacing with people at all levels, managing healthy work environment and inculcating bonded team work with high work ethics.

 **V JANUARY 1997 TO JAN 2002: GENERAL MANAGER INTERIOR/**

 **BUSINESS DEV MANAGER**

 **COMPANY: AL REYAMI GROUPS ( OFFICE FURNISHING INTERIORS)**

 Al Reyami Group provides the finest office interiors, products and services. Al Reyami

 is specialized in design and built turnkey interior fit-out and contract work.

1. Interiors design b) Suspension ceilings c) Light fixtures d) Venetian / Vertical Blinds e) Wall covering f) PVC and Ceramic flooring g) Parquet flooring h) Electrical services i) Carpet tiles j) Ceramic tiles k) Metal ceiling l) Demountable partition j) All types of office furniture's.

**My responsibilities in AL REYAMI OFFICE INTERIORS are as detailed below:**

* Dealing with all the leading Consultant, Contractors & construction cos. Which is based in Dubai, Sharjah, Jebel Ali, and Media City?
* Experience in tapping new Account in the market to boost the sales volume.
* Managing the sales operation and accountable for increasing sales growth.
* Driving the sales initiatives & managing the front line sales team to achieve them.
* Implementing sales promotional activites as a part of brand building in the market.
* Initiatives and developing relationships with key decision makers in target organization for business development..
* Having good experience in turnkey interiors designing, planning and execution of the projects.

Dealing with all the consultants, Contractors & Construction Companies,Design Companies.

1. Monitoring the sales force with the monthly target given.
2. Comprehensive knowledge of the UAE market.
3. Self Motivated, Smart and capability of leadership to face challenges & achieve the target.
4. Implementing sales promotional activities as a part of brand building and market development effort.
5. Identifying key account and strategically securing profitable business.

 Evolving Market segmentation & penetration strategies to achieve targets.