**SHIBU**

*Arabian Ranches, Dubai*

**Shibu.356398@2freemail.com**

**Personal Statement**

An enthusiastic, ambitious and professional who has over **15 years of experience** **in leading and developing** **a successful team**, who has a proven track record of achieving results in highly competitive environment. A self-starter keen to find a unique opportunity to work with an ambitious company offering a challenging position which will make best use of my existing skills and experience.

***Area of expertise***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **MARKETING** |  | **MANAGEMENT** |  | **FINANCIAL** |
|  | Marketing campaigns |  | Management accounts |  | Supervisory skills |
|  | Customer focused |  | Budget preparation |  | Financial regulations |
|  | Sales orientated |  | Financial forecasting |  | Decision making |
|  | Brand awareness |  | Economic awareness |  | Managing budgets |
|  | Presentation skills |  | Interpreting financial data |  | Effective delegation |
|  | Marketing strategies |  | Strategic thinking |  | Conflict resolution |

***Professional competencies***

* Experience of more than 15 years as a Manager in sales and marketing.
* Managed a team size of more than 50 members.
* Ability to work in a fast paced and evolving dynamic sales environment.

 Equipped to make professional sales presentations with strong business communication and time management skill.

* Building and maintaining positive working relationships with key decision makers.
* To build relationships with customer and manage a high level of customer retention.
* Able to handle customer’s objections in a diplomatic and tactful way.
* Having an in-depth knowledge of computer systems and software(proficient in MS Office (Word/Excel/PowerPoint/Access/Project)
* Ensuring that principles of quality are embodied into all areas of work.
* Strong command of business protocols with a genuine passion for sales strategy.

***Work Experience***

* **Manager –Sales & Marketing ,**Work Master Products Mena–Reporting To Managing Director(Oct 2016 – Apr 2017)

***Duties & Responsibilities***

* Manage a team size of 4 BDM’s
* Managed 3 territory ( UAE, Qatar & Bahrain )
* Team Management
* Team Coordination
* Develop key supply accounts that deliver sales revenue predominantly into this section
* Develop an effective sales pipeline that is expected to contain clients in the main target areas
	+ Pass enquiries through to estimating and liaise with assessing and production
	+ Advise customers on the company’s terms and conditions
	+ Submit full and detailed handovers into internal departments
	+ Prepare reports of completed and planned for delivery to the managing director on a weekly basis
	+ Provide budget forecasts against monthly targets
	+ Assist in the development of new products by reporting on developing trends
	+ Be prepared to carry out other duties as required SKILLS
* **Sales Manager,** LG SERVEONE ,Qatar -A Fortune 500 Company ,reporting to General Manager(Nov 2015 - Oct 2016)

***Duties & Responsibilities***

* + Manage a team of 15 members.
	+ Sales Plan & Action.
	+ Sales Management.
	+ Team Coordination.
	+ Generating new business by leveraging existing relationship prospecting, conducting.
	+ Market analysis and launching campaigns and executing customer relation management.
	+ Maximising sales performance through delivering an exceptional customer experience, people management and cost control.
	+ Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close.
* **Head of Sales,** ABDULLA TRADING Group Qatar, reporting to Managing Director.

(Feb 2013 - Oct 2015)

***Duties & Responsibilities***

* + Manage a team of 24 members.
	+ Researching and reporting on external opportunities.
	+ Sales Plan & Action.
	+ Sales Management.
	+ Team Coordination.
* **Group Sales Manager** , ING LIFE (ING GLOBAL- A Fortune 500 Company), INDIA

(Jan 2007 – Jan 2013)

|  |  |
| --- | --- |
|  Joined as Asst .Sales Manager | (2007-2008) |
|  | Promoted as Sales Manager | (2008-2009) |
|  | Promoted as Sr. Sales manager | (2009-2010) |

* Promoted as Group Sales Manager (2010-2012)

***Duties & Responsibilities***

* Supervise a team of 45 officers and 4 Sales Managers.
* Work on the development methodologies with the emphasis functional satisfaction, requirement.
* Recruiting, training and developing new sales and marketing teams.
* **Sr.Sales Officer,** Godrej Consumer Products Pvt Ltd, INDIA.

(Jan 2002 – Dec 2006)

***Duties & Responsibilities***

* Managed up to 15 authorized dealers in the territory.
* Target oriented Team development. (team size 12)
* Preparation on sales budget for supervisors, distributors -monthly, quarterly & annually.
* Training & monitoring.
* Monitoring and assurance of stock levels with distributors.

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| ***Academic Qualification*** |  |  |
| Master of Business Administration -Bharathiyar University | December 2016 |
| Bachelor of Commerce –University of Calicut, Kerala, | March 2003 |
| Higher Secondary Education –University of Calicut, Kerala, | March 1994 |
| Secondary School Education –Board of Public Examination, Kerala | March 1992 |
| ***Personal details*** |  |  |  |
| Marital Status | : Married |  |
| Nationality | : Indian |  |
| Driving License | : UAE |  |

***References***

Available upon request**.**