**Muhammad**

**Muhammad.359060@2freemail.com**

**Objective**

Seeking a position that will benefit from my sales experience, positive interaction skills and industry contacts where my experience can improve the sales results.

**Professional Experience**

 **BMG Metal False Ceiling Manufacturing, Dubai, UAE.**

(Sales/Product Manager, From Oct, 2016 to Present)

Job profile

* + Maintaining and increasing sales of company's products, (Metal False Ceiling, Cable Management System).
	+ Servicing the needs of existing customers.
	+ Develop a sales strategy to achieve organizational sales goals and revenues.
	+ Set individual sales targets with sales team.
	+ Monitoring team's performance and motivating them to reach targets.
	+ Introduces and markets new products by developing time-integrated plans with sales, advertising, and production.
	+ Determines product pricing by utilizing market research data, reviewing production and sales costs, anticipating volume, costing special and customized orders.
	+ Assesses market competition by comparing the company's product to competitors' products.
	+ Reporting direct to CEO.
* **Advanced Metal Works FZCO, Jebel Ali, Dubai, UAE.**

(Sr. Sales Executive, From Apr, 2014 to Oct, 2016)

Job profile

* Introducing New Brand of Steel Metal Products (Metal False Ceiling, Cable Management System, Electrical Enclosure, Racking and Shelving System) to the market.
* Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
* Getting enquiries using strong business relationships for new Brand.
* Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules.
* Reports directly to the Commercial Director.

 **Technical Metal Industrial Co. LLC, Abu Dhabi, UAE.**

(Sales Executive (Dubai), From Dec, 2008 to Mar, 2014)

Job profile

* + Introducing Cable Management System products and brand to MEP Contractors, main contractors, consultants and electrical traders.
	+ Listening to customer requirements and presenting appropriately to make a sale.
	+ Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
	+ Cold calling to arrange meetings with potential customers to prospect for new business.
	+ Responding to incoming email and phone enquiries and making competitive quotations and proper follow up with customers.
	+ Acting as a contact between a company and its existing and potential markets.
	+ Negotiating the terms of an agreement and closing sales.
	+ Gathering market and customer information.
	+ Negotiating on price, costs, delivery and specifications with customers and management.
	+ Checking the quantities of goods in stock.
	+ Attending team meeting and sharing best practice with colleagues.
* **Industry Expert INDEX FZE, Jebel Ali, Dubai.**

(Sales Executive, From Feb, 2006 to Nov, 2008)

Job profile

* Introduction to electrical contractor companies, MEP contractors, main contractors and consultant engineering companies.
* Introduction of Cable Management System (Cable Trays, Cable Trunking and Cable Ladders to all above Companies.
* Giving detail to consultant about Manufacturing Standard and inviting them to visit manufacturing unit to check the quality, and getting approval for different projects.
* Getting BOQs from the clients and making competitive quotations and proper follow up with clients until the depth of situations.
* Reporting and discussing to manager about daily, weekly and monthly plans.
* Keep proper follow up with existing customer as well as searching new customers.
* Keep searching of new projects in UAE through updated BNC network.
* Attend technical classes for sales techniques.

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| **Academic Qualification** | **Personal Information** |
|  |  |  |  |  |
| **BCS** Bachelor of Computer Sciences | Nationality | Pakistani |
| Al-Khair University, Islamabad (College of | Date of Birth | 02-03-1979 |
| Education, Lahore) | Marital Status | Married |
|  |  | Dependents | Wife, Son, Daughter |
| **F. Sc** Faculty of Science |  |  |
| Board of Intermediate & Secondary Education, | Visa Status | Employment (Free |
| Gujranwala. |  | Zone DMCC) |
|  |  | Languages known | English & Urdu/Hindi |
| **SSC** Secondary School Certificate | Driving License | UAE Light Vehicle |
| Board of Intermediate & Secondary Education, | Conveyance | Own Car |
| Gujranwala. |  |  |  |