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**Suhail**

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Summary

A well experienced, culturally enriched, astute professional with a **multi/cross** functional and cross industry experience ,a set of tools, which strives to emulate situations **with professional ability and skills**, **with an** **experience of over 15 years**

* **A proven performer who moves from vision and strategy to implementation and follow-through**. **Executive strategist adept at designing and launching powerful business development /sales plans.**
* Proactive; consistently identifying areas for improvement and re-aligning strategies and operations to meet organization goals. **Recognized as a top performer consistently achieving quarter sales / revenue.** Excellent communication skills in **English** and the ability to interact effectively at all levels
* **Vast exposure and experience at in** sales, marketing, customer relationships development, **Middle East / India**.Proven success benchmarking pace-setting results across key performance metrics.

Proven Core Competencies includes

|  |  |
| --- | --- |
| ►Strategic Planning/ Corporate Vision ►Performance & People Management ► Relationship management ►Sales Forecast ►Business Development & Expansion | ►Building and maintaining core business and  Assessing new Direction ► Customer/ client management ►Cross-Cultural Environment►Retail / Export/ Wholesale Management |
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Career Progression

**Relationship Manager Feb ’17 onwards**

**(WPS Payroll)**

**C3 Card Eden Red – Dubai, UAE**

Provide highly strategic and tactical leadership as **RM for WPS** of this leading **MNC** in the business of **Payroll Solution in United Arab Emirates .** Maintain complete autonomous decision is making authority within the areas of strategic planning. **Work directly with the Sales Director to set both strategic and operational goals and objectives**.

**Key Responsibilities:**

* Building and maintaining **relationships with existing clients and key personnel within customer companies.**
* Conducting **monthly business reviews** with valued customers to ensure they are satisfied with **products and services** offered by us.
* Working close with my customer to create **more opportunities** for further sales of **new addition employees & new branches if any.**
* Educating and explaining the new products company can offer the client, engage with Highly level of **finance and human resource management** to convince them to cross the sell products for **betterment of their services & productivities to their staff.**
* Scheduling the meeting with new clients in **SME & Construction segment** in the region, do **R & D** to know the nature and requirement of their business and prepare **a business presentation** to explain the **benefits and value addition** we can add to them.
* Update **CRM** on daily basis to keep **Sales Director** informed about every activity done in the day. Bring to his notice if there has been **any challenges or new opportunities** created with **new or existing clients.**
* Resolving **areas of concern as raised by clients**. Work closely with **customer service & Operation team** to ensure the **trouble shoot is been sorted and satisfaction of the client is maintained at high level of escalation.**

**Achievements: VAS Approvals**

1. **Al Reyami Group**
2. **Bin Dismal**
3. **Sigma Technologies**
4. **SMEET**
5. **IEMS**
6. **Power Group**

**Sales Manager Jan 2015\_Jan 2017**

**(WPS, Corporate Remittance and Prepaid Cards)**

**Al Fardan Exchange, Dubai- UAE**

Entrusted with the responsibility to expand the sales revenue, start the **SMB & SME focus** and later to expand the Business in UAE proactively, took up the challenge and lead a team of 5 in

**Fardan a leading & Reputed Exchange in ME.** Oversaw the complete sales operations of the company and worked closely **with head of Sakes and Business Development**, work on strategies with line manager to position the company for continued growth and market expansion. Assume responsibility for the strategic planning, business development, sales management and customer service.

**Key responsibilities:**

* **Direct responsibility for achieving Revenue sales set and agreed with the Management including profitability forecast including the preparation and implementation of marketing strategies with business management in United Arab Emirates.**
* Preparing a **business strategies** for the team and drive them to ensure the **achievement of quarterly** **target**. Support them by attending their scheduled meeting with qualified customer from the cold calling. Help them to **convert the leads**.
* To ensure the team is well trained and fully aware of **Products & Services offered to the** **organization**. Aware them about the **compliance factors** and make sure they are following the procedure as per **banking rules and regulations.**
* Provide a **feedback** to the product manager about the **customer requirements** **and work along with** **them to enable a custom made product plan**. Escalate the issue to the department if any to facilitate an action plan.
* Preparing the **quarterly sales reports** and present the same with the **HOD** and **analyze the** **report with him to plan an improvisation of the business and ensure the growth of revenue through new and innovative ideas.**
* To establish **new clients by identifying the segment of businesses** and their requirements which would benefit them & pitch the company’s core & value added products **to make sure the conversion of business is in high probability.**
* To assist the management in taking the appropriate decisions of **forthcoming products & on the special promotions**.
* Maintain relationship with clients by proving support, information, & guidance; researching & recommending new opportunities; recommending profit & service improvements.

**Achievements:**

1. **Arabian Adventures**
2. **City Sight Seeing**
3. **Al Saifi Contracting**
4. **Jorefco**
5. **Abu Dhabi Construction Company**

**Business Development Manager**

**PROLOGIX LLC, Dubai, UAE June 2013 – May 2014**

**Key Responsibilities:**

* Coordinated with clients and customers all around the region of Dubai ,supervised the implementation of sales strategies to promote sales and AMC’s of top drives in the region.
* Simulated market analysis and positioning of products in the appropriate market, and illuminated and concentrated upon corporate and education accounts.
* Followed up with the clients and customers and providing assistance in various issues over technical requirements, pricing of the products and any further queries post sales.
* Interacted with customers and clients and fulfilling their requirements and needs regarding any product.
* Developed brand image and value add to various esteemed clients relationship, communicate with customers to promote HP and Avaya products and services.

**Achievements:**

* Closed deals worth of AED 150,000 to AED 2 million for HP networking and Avaya IP Phones, brought in fresh new customer line.
* Exceed the yearly target of AED 8 million during the first year of service.
* Expanded the new customers to include Best Star, Mediclinic, Taaleem, etc.

**Group Product manager July 2011 – April 2013**

**Redington India Limited, Chennai - India**

**Key responsibilities:**

* Developed and designed sales marketing strategies for region across the country for promotional purposes.
* Analyzed the target regarding sales and aspect like profitability and achieving it by implementing strategies.
* Motivated and coordinated with the sales teams across the country’s branch offices for the purpose of achieving targets from existing as well as new channels.
* Organized client and customers related events on national and regional basis. And promoting sales through organizing various end user events.
* Developed sales and marketing support events on the field across the country, calculated P/L sheet and analyzed it after every quarter.
* Assigned sales and marketing targets on quarterly basis to 56 branches across the country.

**Clients handled**: HP and Wipro.

**Achievements:**

* Closed the financial year 2011-12 with a revenue of INR 320 Lacs for HP Servers and workstations, (Highest revenue in Redington India’s History until 2012)
* Closed off deal of worth INR 500 Lacs for Wipro Desktop and Notebooks With ICICI Bank in Ahmadabad, India for the financial year 2012-13. ( Highest Revenue in Redington India’s History Until 2013).

**Sales Specialist - IBM Servers** June 2010- May 2011

**APTEC Distribution Dubai UAE**

***Key Responsibilities:***

* Identified and developed sales development solutions while ensuring a smooth business operational flow.
* Performed and achieved according to the preplanned structure.
* Followed up with the regular customers while managing their credit limit.
* Developed target achievement plans for ensuring customer to customer basis.
* Coordinated and communicated with various vendors regarding STP discounts.
* Maintained continuous communication with the entire management while placing orders.
* Communicated with the credit department on a continuous basis for order execution.

**Senior Airport Services Agent**

**Qatar Airways- Mumbai/ Chennai – India** June 2006 – February 2010

**Sales Executive**

**Thai Airways (GSA) –Dubai, UAE** Nov2003 – Sept 2005

**Sales Executive** Jan 1999 – Feb 2003

**Marcopolo Hotel - Dubai, UAE**

**ACADEMIC QUALIFICATIONS**

**Master of Business Administration** 2008 – 2010

University Of Madras, Chennai – India

**Bachelor of corporate secretary ship (BCS)** 1995 -1998

University Of Madras, Chennai – India

 **IT & TECHNICAL SKILLS**

MS OFFICE

 **PERSONAL VITAE**

Date of Birth : 17th August 1975

Gender : Male

Nationality : Indian

Languages : English, Hindi, Urdu, Tamil,

Marital status : Married

License : Holding UAE Driving License