|  |  |  |  |
| --- | --- | --- | --- |
|

|  |
| --- |
| **Syed** http://a7.sphotos.ak.fbcdn.net/hphotos-ak-snc6/40857_137525672949225_100000753786713_163893_6611256_n.jpg |
| **Citizenship : Indian ▪ Date of birth : 26 Nov 1969** |

 |  |
| **Syed.371379@2freemail.com**

|  |
| --- |
| **Address Najma - Qatar** |
| **Post Applied For Marketing /Business Development Manager** |

 |
|

|  |
| --- |
| **Profile** |
|

|  |  |
| --- | --- |
| **Objective** | My objective is to work with honesty, to provide the best of my skills and abilities to meet or exceed sales goals on a consistent basis of your esteemed organization, to obtain a responsible and challenging assignment in a professional environment where my knowledge can be shared and enriched and to introduce new concepts originating from innovative ideas, to the benefit of the employing Company.  |
| **Availability** |  From August 1st 2017 |

 |

 |
|

|  |
| --- |
| **Key Skills** |
| **Category**  Professional Skills* An MBA having 17 years of hard core experience in institutional selling, managing Dealers & Distributors network.
* Proficient or familiar with a vast variety of construction, Ready-mix as well hospitality products, its concepts and technologies.
* Solid closure ability, Excellent Negotiation Skills.
* Proven ability to build new business relationships and new territories, and experience in developing business opportunities within existing client bases. Driven to exceed expectations and willing to work efficiently and effectively.
* Reliably deliver quality outcomes to tight deadlines.

|  |
| --- |
|  |
|  |  |
|  |
|  |

* Can facilitate all requirements from its user department/indent level to final purchase orders- payments- delivery & after sale services.
* Exclusive Experience of selling Construction & Ready mix Rubber Components & hospitality products.

Computer skill* Competent in computer, Proficient in MS Office, Knows Operating system like – Windows, XP Etc.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Name | Proficiency | Yrs Experience | Last Used |  |
| People Skills | Advanced | 15 yrs | currently |   |
| Team Player | Advanced | 15 yrs |  currently |   |

 |
|

|  |
| --- |
| **Education** |
|

|  |  |
| --- | --- |
| **1991 to 1993** | Master in Business Administration, “Marketing & Foreign Trade”Board of Technical Education (Government. Of U.P/ Lucknow) .  |
| **1990 to 1991** | Special course in Botany “ Botany Honors”Delhi University. |
| **1987 to 1990** | Bachelor in Science “Botany Honors “Ranchi University. |

 |

 |

 |
|

|  |
| --- |
| **Work Experience** |
| **Shift Rubber Industries Qatar****Manager Marketing October 2016 onwards** Shift Rubber is only company in Qatar supplying both Rubber as well polueurathene component to construction companies as well to any company - any component related to rubber & polyurethane. Having interest in Rubber Industries, construction & contracting, Events & Exhibitions. Having Annual turnover of 120-150 million.**Responsibilities*** Generating all round requirements. Passing it to sales Dppt. for quotation.
* Follow up with clients.
* Closing the orders.

TESS ( Technical Engineering Supply & Services ) QatarMarketing & Business development Jan 2016-Oct 2016 **TESS** is Premium Trading Company dealing in facility management, MEP items & subcontracting, electrical lighting supply to five star hotels, restaurants, new projects etc. **Responsibilities*** Visiting to five star hotels, restaurants, Projects etc. regularly.
* Managing the email marketing campaigns.
* To conduct sales and marketing calls to fix meetings with potential clients. Responsible for meeting sales goals and overall quality of service.

|  |  |
| --- | --- |
| **Panban Sales & Marketing****Senior Manager Marketing**  | **Delhi /India****June 2003 –Oct 2016** |
|  |  |
| **Achievements** Very big manufacturer of furniture. Supplying to top Five star hotels, builders, developers, townships, new resorts, big projects & Proposed projects. Very big importer of furniture, interior products, amenities & electronic products. Distributors for world leading companies/ brands like – RIST, GRACE & JOY LTD., SKS, QINGDAO, FORBES, TECK SENG, AHRC Etc. **Responsibilities*** To sell loose & fixed Indian & Imported furniture in a large volume to Five star hotels, builders, developers, townships, new resorts, big projects.
* Managed a busy and focused team of more than 10 sales, marketing & product professionals, fixing targets, and making strategy to achieve it.
* Communicating with people at all levels and with other departments as needed to best serve the customer.
* Manage the email marketing campaigns.
* Responsible for meeting sales goals and overall quality of service.
* Customer’s study & price analysis.
* Monitoring competitors – gaining positional advantage in the market.
* Dealing with all day-to-day trouble shootings of Marketing, supplies & after sales services.
* To train marketing and sales staff frequently.
* Call and personally visit potential, new and existing customers to facilitate new business.
* **Having over 15 years of experience and the capacity to adopt new concepts/product or services with due responsibilities**.
* Manage accounts across all channels.
* Manage product sales growth and individual sales effectiveness by reviewing sales activity schedule.
* To ensure accurate replication of all internal operational documentation kept ready to enable shipment timelines.
* My team met sales targets consistently over the years under my leadership.
* Present products on behalf of the company at national buying summits, exhibitions and conferences.
 |
| Lloyds Global Trade ltd. Senior Executive Marketing Including two years in Dubai /UAE  | UAE, DelhiOct. 1996- May 2003 |
|  |  |
| It is a “LLOYDS” group of India, having annual turnover of U.S $ 750 million. Having varied interest in Steel manufacturing, turnkey projects, real estates, financial services & international trading. **Responsibilities** * To manage supply chain, vendor development, warehousing distribution & Fleet management for textile, G.I Pipes in UAE.
* To Market G.I. Pipes & Fasteners in UAE.
* To conduct sales and marketing calls to fix meetings with potential clients.
* Analyze and solve problems using data-driven approach. To develop vendor base for sourcing granite tiles & slabs, leather products, Sanitary wares etc. in India. To manage various import from India.

**Achievements** * Presented product to national buyers, Planed and submitted sales proposals to all major accounts.
* All prospective clients were under my supervision in UAE. I was reporting to the G.M Marketing.

Goenka Engineering & Industrial Ltd. Delhi AssistantManagerMarketing June1993-Sept. 1996 It is a “Goenka” group of companies & a big exporter to USA, UK, Belgium Etc. & manufacturer of many Engineering & industrial Products.Responsibilities * To procure order for Steel structure/Interiors, SS cladding, heavy SS & MS Structural work, fabrication, zinc sheet cladding.
* Marketed steel castings, alloy steel castings & graded castings to its user industries.
* Calls to establish relationships.
* Perform client presentations articulating the value proposition of product, solution, and service offerings.
* Pursued long-term account strategy that maximized profits and assisted in cultivating long-term relationships with the appropriate decision makers.
* Identified target companies and key decision makers.
* Monitored new account success by contacting customers at scheduled intervals.
* Supplied granite tiles & slabs to hotels, restaurants, malls & townships.
* To collect maintain & use customer database to stimulate sales.

Achievements * Establish contact and build rapport with national buyers and wholesalers. I was reporting to Joint Director.
 |

 |

 |
|  |
|   |
|  |