**VIJAY

VIJAY.371658@2freemail.com

**CORPORATE SALES MANAGER**

**EXECUTIVE SYNOPSIS**

* Total Professional work experience - **12 Years UAE Experience Marketing Sales & Business Development**
* Motivated, results-driven **Sales & Marketing** professional with **experience** in **Shipping / Logistics / Transportation / Automobile** Industry.
* Exceptional proficiency in formulating strategic plan, developing marketing plan, identifying and pursuing new business opportunities leading to sales growth.
* Experienced in market and buyer's requirement study, customer servicing and identifying new opportunities in international and domestic market.
* Ability to develop brand identity through creative and innovative input.
* A resourceful decision-maker that combines strong leadership and organizational skills with the ability to direct high-level business affairs.
* Dedicated, hardworking individual with the interpersonal and communications skills to work at all levels of the organization.

**EXPERIENCE**

**Liberty Automobiles Group Co L.L.C, UAE**

**Corporate Sales Manger - Sales & Marketing - (November 2015 - December 2016 )**

**Key Roles & Responsibilities**

* Corporate sales calls
* Attending to inbound sales enquiries
* Handling of CRM systems
* Educating customers on the features of cars
* Sending quotations to customers
* Tele-sales handling
* Periodic meeting with the customers
* Periodic visit to the showrooms in Dubai
* Discussing sales ideas with the management
* Maintaining a start to finish deal tactics

**Sea masters Maritime L.L.C, UAE**

**Sales & Marketing Manager - (October 2012 - July 2014)**

**Key Roles & Responsibilities**

* Identifying Prospective shipping agencies world-wide & locally.
* Establishing contacts with agencies through email correspondence and personnel visit.
* Attending to overall operation related activities.
* Market survey to identify competitive trends.
* Pricing Analysis.
* Managing Freight and Transportation.
* Introduction of new competitive transport and freight vendors.
* Weekly meetings with Sales Coordinator and Management.
* Periodic meetings with vendors to maintain their rates.
* Closure of Sales deals and Payment collections.
* Responsible for a team of over 6 staff in logistical Operations.

**Blue Nile Shipping & Logistics L.L.C, UAE**

**Sales Manager - (August 2009 - September 2012)**

**Key Roles & Responsibilities**

* Planning and scheduling the delivery of goods and cargo.
* Negotiating pricing with local carriers.
* Conducting physical market survey to understand the ongoing business trend.
* Winning deals for transport vehicles and Heavy equipment.
* Identifying & delivering operational cost reduction and cost avoidance initiatives.
* Responsible for a team of over 20 staff that include drivers and warehouse operatives.
* Negotiating the services of 3rd party carriers, couriers and haulage companies.
* Managing supplier delivery performance and maintain supplier contracts.
* Development of the logistics supply base.
* Identifying key transport cost effective drivers.
* Managing import and export via external distribution teams.

**A.W Rostamani( Dulog L.L.C ) Dubai , UAE**

 **Senior Sales Executive (October 2007 - July 2009)**

**Key Roles & Responsibilities**

* Implementing new processes and procedures to be followed for business generation.
* Confirmed appointments with potential business clients and visited them accordingly.
* Established connections to client needs & explained features and benefits to them.
* Emphasized quality service selling skills and product knowledge.
* Closing shipment deals for cargoes scheduled for Import & Export.
* Co-ordinate with clients for warehousing purpose.
* Attended training programs and weekly Logistics meetings in the company.
* Monitored and reviewed key account sales, volume, delivery, pricing, collection and returns performance.
* Monitored key accounts receivables.
* Co-ordinate with shipping, Airlines &Transporters respectively for up to date freight rates and costing.

**Sharaf Group (Smart Logistics L.L.C Division) Dubai, UAE**

**Sales Executive (July 2003 - August 2007)**

**Key Roles & Responsibilities**

* Dedicated customer service through telephone and personnel client visits
* Recording client queries and passing to the relevant department concerned
* Attending to cold calls and appointment calls
* Attending to weekly internal meetings.
* Presenting the detailed job feedback material to manager concerned.
* Liaison with other internal departments for internal activities
* Follow-up on the shipment and delivery of goods
* Collection of orders and inquires and maintain a proper record for further reference
* Preparing and maintaining prospective clients database through directories



**PROFESSIONAL TRAINING**

* Attended Shipping lecture from **MSC** Shipping at **Dubai** Customs ,**United Arab Emirates**
* Underwent **Shipping information Seminars**, Al Rostamani Group, **Dubai**, **United Arab Emirates**
* Attended Periodic **Internal Training** from Al Rostamani Group , **Dubai** , **United Arab Emirates**





**ACADEMIC QUALIFICATIONS**

* **Bachelor of science (B.Sc) ,Catering Science & Hotel Management ,**BharathiharUniversity,India(Jun 2001)
* **Diploma in computer application ( D.C.A),** LalBahadurShastri Institute, Kerala,India (1997)
* **Senior Secondary School Examination , CBSE Curriculum ,**Chennai, India ( 1996)
* **Secondary School Examination , CBSE Curriculum ,**Chennai, India ( 1994)

**IT KNOWLEDGE**

* Proficient in Word , Excel , Power Point , Microsoft Outlook , Internet & E-mails & Usage of hand held Terminals

Suitable references will be made available upon request.

