

**NAME : SYED**

**E-MAIL :** [**SYED.373477@2freemail.com**](mailto:SYED.373477@2freemail.com)

**CAREER OBJECTIVES:**

* To obtain a position in an esteemed organization that will enable me to use my technical and strong organizational skills and contribute effectively to the progress of the company.

**SKILLS:**

* Sales, Channel sales, Retail sales and direct sales.
* Logistic Management.
* Inventory Management.
* Sound Knowledge in Accounts
* Very effective interpersonal skill with excellent communication both verbal and written
* Proficiency with MS office.

**EDUCATIONAL QUALIFICATION:**

* MBA ( Marketing & HR) : From Gulbarga University, India April-2013
* BBM ( Marketing ) : From Gulbarga University, India April-2011

**WORK EXPERIENCE:**

**CommIT LLC (Etisalat Telecom) Dubai.**

**Designation: Business Development Executive From (July-2016 to Present)**

Responsible for selling telecommunications products, including cellular phones and parts, network managed services, cabling, corporate Internet access, web security, T1s, information services, and VoIP.

**Job Responsibilities:**

* Sell telecommunications products and services to both individuals and companies.
* Sell VoIP for corporate technology and communications systems.
* Build market position by locating, developing, defining, negotiating, and closing business relationships.
* Keep abreast of current technology trends.
* Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments.
* Leverage the CRM system to develop prospecting and sales strategy that ensures high activity and effective closing ratios.
* Design customized, cost-effective solutions for the client.
* Manage a territory using technology, prioritization and time management skills.
* Submit pricing and pre-qualification requests reflecting the client's requirements.
* Maintain an updated database in sales database including all activities, partners, and opportunities with their current status.
* Maintain open and effective lines of communication throughout the organization to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.

**Vodafone LTD**

Karnataka-India

**Designation: TSM (May-2014 TO JUN- 2016)**

**Job Responsibilities:**

* Handling distributors and increasing the productivity.
* Identify, recruit and on-board new channel partners within assigned territory
* Manage sales activities of partners to generate revenue
* Coordinate with partners to create and execute business plans to meet sales goals.
* Analyze market trends and accordingly develop sales plans to increase brand awareness
* Evaluate partner sales performance and recommend improvements.
* Assigning monthly targets to distributors, and monitoring towards achieving it.
* Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.

**NASEERUDDIN ENGINEERING CO.**

Karnataka India,

**Designation: Store Manager Apr-2013 to Apr-2014**

**Job Responsibilities:**

* Monitor store activities like Weekly Count of inventory, reconciliation, inbound & outbound shipments.
* Visit site and help field technicians to support the operations
* To search out the material according to stock no
* To keep the materials on the racks, pallets as per location wise
* To issue and receive the materials, inspection by the department head, data entry of requisition
* Personal verifications of articles, placing of orders, prepare store stock position notes.
* Inspection of delivered material by the supplier and maintenance of different requisites of indent and receipt materials, and data entry correction in the central store computer room
* To access components to protect bin from damage and dust.
* To maintain the material stock position according to the requirement of production
* To supply the components at proper place and proper time
* To receive the components and keep it current and correct stock position according to validity
* To keep the material supply and use the proper and paper to protect from damage of threat
* Managing the inventory of the store.

Personal Details:

Age Sex & Nationality : 29, Male: Indian

Marital Status : Married

Languages Known : English, Hindi, Urdu and Kannada.

Visa Status : SALES (EMPLOYEEMENT VISA)

Place : Dubai