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|  **SANTOSH**  **Email:-** **santosh.375703@2freemail.com** **Mobile: Whatsapp +971504753686 / +919979971283**  |

# CAREER OBJECTIVE

Seeking a challenging position in a reputed & progressive organization so as to utilize my acumen, communication skill knowledge, dedication & extensive experience to achieve a challenging poison in a professional organization, where I could enhance my skill & strengths in conjunction with the company’s goals & acquiring varied & hardcore professional experiences

**PERSONAL INFORMATION**

**Age : 30**

**Nationality : Indian**

**Sex : Male**

**Marital Status : Single**

**License : Holding Valid UAE License**

**Visa status : Employment Visa**

**Place of Birth : Mumbai, Maharashtra**

**STRENGTH**

Strong ability to produce results within a team environment & independently, utilizing a "take charge" attitude, self-motivation, and commitment. Capable in learning things in fast track

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| LANGUAGE SKILLS |
| LANGUAGE | SPEAK | READ & WRITE |
| EnglishHindiMarathi | GoodGoodGood | GoodGoodGood |

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| QUALIFICATIONS/CERTIFICATIONS/SKILLS  |

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| **Qualifications :** | Graduation in Sales & Marketing from Adarsh Management Institute of India  |
| **Other Qualifications :** | Diploma in Purchasing & Storekeeping |
| **Skills & Keywords :** | Certificate in Ms Office. |
| **Achievements :** | During the month of GITEX 2011 Awarded as a SUPERSTAR OF THE DAY |
| WORK EXPERIENCE |
| TOTAL EXPERIENCE  | TOTAL EXPERIENCE 9 YEARS OF EXPERIENCE IN RETAIL SALES. |
| NOTICE PERIOD | IMMIDIATE JOIN. |
| COMPANY  | HUAWEI MOBILES (INNOVATION VISA) |

PERIOD 21JUNE 2017- Till date

DESIGNATION SALES SUPERVISOR

* **Managing a promoters, lead as a team and motivate them for sales.**
* **Looking after Visual Merchandising like posters, dummies, stands etc.**
* **Business development and increase a marketing for brand, create a brand awareness by doing some marketing activities etc.**
* **Handling a Northern Emirates (Fujairah, Dhaid, Kalba, and Dibba.)**

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| COMPANY | METRA COMPUTERS (ABSTRACT MARKETING VISA) |

PERIOD 26 MAY 2016-April 2017

DESIGNATION SALES SUPERVIOSR (PHILIPS MOBILES)

* **Managing a promoters, lead as a team and motivate them for sales.**
* **Looking after Visual Merchandising like posters, dummies, stands etc.**
* **Business development and increase a marketing for brand, create a brand awareness by doing some marketing activities etc.**
* **Making weekly Sales Report and presentation and sending to management.**
* **Currently handling all over UAE market and responsible for sales and marketing for Philips Mobiles, I am handling all OR and IR market OR like ( sharaf DG, Virgin Mega store, union Co-op), and IR like (small street shops of mobiles like Satwa , Deira, Sharjah rolla,etc)**
* **Giving training to all over market and staff or sharaf DG and virgin mega store etc.**

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| **COMPANY SILVER LEAF FURNITURES LLC :** |

PERIOD 14 DEC 2014- JUNE 2015

DESIGNATION MARKETING AND SALES EXECUTIVE

* **Explain the company profile to new clients giving some references of 5 star hotels like (Rotana Group, H hotel, Fairmont, Radisson Blu, Jumeirah Group, etc.)**
* **Taking appointment from purchasing manager, housekeeping executive and concern dept. from where we get the enquiry.**
* **Take the enquiry from hotel submit in the office for sending quotations.**
* **Submit some catalogues for fabric selection, wood selection etc. and get the approvals and before finalizing the complete work submit 1 sample to concern dept. and get approval for the same.**
* **Frequently meetings with purchase manager and housekeeping executive to make good relationship with them.**
* **Converting quotations into LPO from purchasing manager and negotiate with the same.**
* **This company work on customize furniture’s(like soft furnishing, reupholstery, curtains, blinds, bed runner, bed skirting etc.) recently added a joinery, carpets, and marble and wooden flooring)**
* **I am looking after a Dubai area.**

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| COMPANY PULP ADVERTISING COMPANY |

 PERIOD MAY 2012- November 2014

 DESIGNATION BBA (BLACKBERRY BRAND AMBESSDOR)

* **Makes product demonstration and develop proposals and close deals.**
* **Promote blackberry compare the blackberry with other brands.**
* **Giving knowledge about blackberry OS and software and applications.**
* **Sending report about competitor products and blackberry product**
* **Sending Report about promotion about blackberry and other product**
* **Sending a Daily Sales Report to my team leader.**

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| COMPANY | JACKY’S ELECTRONICS LLC ,DUBAI ,UAE |
| PERIOD | OCT 2009 – June 2012 |
| DESIGNATION | COUNTER INCHARGE FOR MOBILE AND TELECOM SECTIONAWARDED FOR SUPERSTAR OF THE DAY DURING GITEX 2011* **Makes product demonstration and develop proposals and close deals**
* **Maintaining relationships with existing customers through regular review visits**
* **Assisting the showroom Supervisor in setting the plans and procedures to be followed in the showroom.**
* **Advising on forthcoming product developments and discussing special promotions with concerned clients.**
* **Making a product requisition on a daily basis to the head office.**
* **Receiving goods from the dealer and making a appropriate arrangement for the counter.**
* **Preparing daily sales report & reviewing sales performance.**
* **Managing creative display of company products.**
* **Manages the wholesale, by regular customer follow ups to conclude a deal.**
* **Co-responsible with distributor to achieve customer service levels.**
* **Establishing daily Routine Cycle & process orders.**
* **Building full database for all the customers & Gathering market and customer information.**
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|  | * **Managing demonstrations for all customers & Participating in the company marketing activities (exhibitions, seminars … etc.)**
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| COMPANY  | PLANET M RETAIL LTD. |
| PERIODDESIGNATION  | JUNE 2007-JULY 2009FLOOR SUPERVISOR* **Makes product demonstration and develop proposals and close deals**
* **Maintaining relationships with existing customers through regular review visits.**
* **Assisting the showroom Supervisor in setting the plans and procedures to be followed in the showroom.**
* **Advising on forthcoming product developments and discussing special promotions with concerned clients.**
* **Making a product requisition on a daily basis to the head office.**
* **Receiving goods from the dealer and making a appropriate arrangement for the Section.**
* **Preparing daily sales report & reviewing sales performance.**
* **Managing creative display of company products.**
* **Manages the wholesale, by regular customer follow ups to conclude a deal.**
* **Co-responsible with distributor to achieve customer service levels.**
* **Establishing daily Routine Cycle & process orders.**
* **Building full database for all the customers & Gathering market and customer information.**
* **Managing demonstrations for all customers & Participating in the company marketing activities (exhibitions, seminars … etc.).**
* **Handling customer complaints and resolve it.**
* **Daily reporting to Area Operation Manager (AOM).**

**Sending daily sales report and a banking report to head office and AOM.** |
| COMAPANY | ESSAR TELECOM (MUMBAI,INDIA) |
| PERIOD | Jan2006-Mar2007 |
| DESIGNATIONJOB DESCRIPTION | DUTY MANAGER * **Makes product demonstration and develop proposals and close deals**
* **Maintaining relationships with existing customers through regular review visits.**
* **Assisting the showroom Supervisor in setting the plans and procedures to be followed in the showroom.**
* **Advising on forthcoming product developments and discussing special promotions with concerned clients.**
* **Making a product requisition on a daily basis to the head office.**
* **Receiving goods from the dealer and making a appropriate arrangement for the counter**
 |
|  | * **Preparing daily sales report & reviewing sales performance.**
* **Managing creative display of company products.**
* **Manages the wholesale, by regular customer follow ups to conclude a deal.**
* **Co-responsible with distributor to achieve customer service levels.**
* **Establishing daily Routine Cycle & process orders.**
* **Building full database for all the customers & Gathering market and customer information.**
* **Managing demonstrations for all customers & Participating in the company marketing activities (exhibitions, seminars … etc.).**
* **Handling customer complaints and resolve it.**
* **Daily reporting to Area Operation Manager (AOM).**
* **Sending daily sales report and a banking report to head office and AOM.**
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| COMAPANY | KIDS STUFF CONSULTANCY (MOTOROLA ,MUMBAI,INDIA) |
| PERIOD | JUNE 2005-DEC2005 |
| DESIGNATION | MOTOWIZ (MOTORLA PROMOTER) |
|  | * **Makes product demonstration and develop proposals and close deals**
* **Maintaining relationships with existing customers through regular review visits.**
* **Selling Motorola phones as much as possible and achieve a target.**
* **Daily sales report for Motorola and other brands to my team leader.**
* **Giving a feedback and customer review to my manager about new products.**
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| COMAPANY | GO TO CUTOMER (GTC CONSULTANCY) |
| PERIOD | JUNE 2004-MAY2005 |
| DESIGNATION | NOKIA PROMOTER* **Makes product demonstration and develop proposals and close deals**
* **Maintaining relationships with existing customers through regular review visits.**
* **Selling Nokia phones as much as possible and achieve a target.**
* **Daily sales report for Nokia and other brands to my team leader.**
* **Giving a feedback and customer review to my manager about new products.**
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