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| **Ramees** **Marketing Manager** | Ramees |
| C/o- +971-505891826Ramees.376697@2freemail.com  |   |
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**Carrier Objective:**

To work with a reputed Institution where I can develop and utilize my versatile skill set, add demanded value to the organization I work for and thus to prove my worth. More over intend to build a career with challenging environment driven by committed & dedicated colleagues, which will help me to explore myself fully and perform beyond the expectations.

**Profile Summary:**

* Over 4-5 years of experience in Sales and Marketing Distribution field in India.
* Maintains customer relation, customer service and technological updates as a part of client acquisition.
* Experienced in enhancing market penetration, business volumes and growth by direct selling & project selling activities.
* An excellent planner and strategist with proven abilities in accelerating growth and generating customer loyalty levels.
* Identifies marketing opportunities by identifying consumer requirements; defining market and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.

**Work Expertise:**

* **Marketing Manager :** Kurikkal Pipelines Pvt. Ltd. ,Kerala, India (July 2016–November 2017)

 Duties:

* Liaising and networking with different contractors, customers to attract towards firm.
* Communicating with target audiences and managing customer relationships
* Arranging the effective distribution of marketing materials on time for placing orders.
* Submitting daily working report of marketing executives to higher level management.
* Follow up and making appointments with and meeting new customers for meeting sales targets.
* **Marketing and Sales Executive** : Surya Enterprises, Manjeri, Kerala, India (April 2013–June 2016)

 Duties:

* To advise wholesalers and retailers and direct to them for choose a correct option.
* Build new strategies for achieving targets through promotional tactics.
* Managing and controlling day by day operations for better results.
* Recording orders periodically and sending details to the sales office.
* Providing goods and services on time without any delays and after sales services too.

**Education Qualification:**

* Master of Business Administration, July 2014 – June 2016 (School of Management Studies, Kerala,-Calicut University, India) with specialized in Marketing and Finance.
* Bachelor of Business Administration, July 2011– April 2014(GEMS ASC, Kerala-Calicut University-India) and secured B grade in core specialization Marketing.
* Higher Secondary School, June 2009 – March 2011and secured 80% in Kerala State Board.(HMSHSS)
* Tenth level School, June 2008 – March 2009 and secured 65% in Central Board of Secondary Education, India( Noble Public school, Kerala)
* Diploma in Computer Hardware, 2009& secured Grade A (Microsys Manjeri, Kerala)

**Awards & Achievements:**

* Participated and coordinator of Biz Dubai Management Meet held in Holiday Inn, Bur Dubai (03/2017).
* Conducted & won prize in various Management Meets.
* Won 1st prize in South Indian Management Meet for Best Management Team held in FIMS Calicut (2014).
* Actively participated & won prize for various sports activities.
* Worked for NSS and CSS under Calicut University.
* Worked for Pain & Palliative Care.
* Participated in Kerala State Aids Control Society and Kerala State Blood Transfusion Council.

**Computer Skills:**

* Microsoft Office and SPSS
* Computer Hardware
* Tally ERP.9
* Various Operating Systems

**Linguistic Abilities:**

* English (Fluent)
* Malayalam (Fluent)
* Arabic (Read & Write)
* Hindi (Read & Write)
* Tamil(speak)

**Personal Information:**

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| Age : | 25 |
| Nationality :  | Indian |
| Marital Status : | Single |
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