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| Sadat Area Sales manager/ Retail Sales Operations**E-mail:** sadat.379696@2freemail.com  |
|  |
| Customer-focused professional with experience of 15 years, Hard core 7 Year sales experience in Hearing Aid Industry. 4 years of progressive exposure to sales marketing travel experience in Maharashtra, M.P and Chhattisgarh, with continuous 3-year Best Sales Person Award in Unitron Hearing India Pvt ltd. Another 3-year Experience in (London) UNITED KINGDOM and DUBAI (U.A.E) with 8 Years of Proven Role in delivering superior Sales Retail Management, and Outdoor sales and services. Hardworking, passionate and result driven personality with an enormous appetite to work in a challenging & busy industry environment. Demonstrated skills in delivering quality results. A dedicated team player who possess excellent customer service, communication and interpersonal skills. |
|  |  ACADEMIC CREDENTIAL |  |
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| **Master of Marketing Management**Pondicherry University, India | **2001** |
| **Bachelor of Commerce 1996** |
| Punjabi University, India**Diploma in Personnel Management and Industrial Relation**Chandigarh India**Diploma in Computer and Information Management**Chandigarh India | **1997** |
|  |  CAREER SNAPSHOT |  |
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| **Area Sales Manager** Starkey Laboratories India Pvt Ltd, Noida (INDIA)**Area Sales Manager** Unitron Hearing India Pvt Ltd. MUMBAI ( INDIA) **Sales Coordinator** Crystal Gallery LLC , DUBAI  **( UAE)****Customer Sales Representative + 2 years S** Wilkinson Super Store, LONDON,( UK)**Assistant Floor Manager**Day To Day Supermarket India Pvt ltd Nagpur (INDIA )  |   3 Years  4 Years 2 Years 3 Years 3 Years |

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|  |  PROVEN TRACK RECORD |  |
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1. **Area Sales Manager**   **( 3 Years.)**

 **Starkey Laboratories India Pvt Ltd**

* Handling Designated Area for working territory.
* Maintain and create yearly forecast for Sales in our working territory
* Hearing aid sales, achieving targets with dealers, sales and after sales service technical as well as

Helping dealers to achieve their sales targets.

* Preparing proposals, agreements, sales reports, and presentations
* Promoting and planning promotions and marketing strategies for potential clients and maintain consultation with Dealers and Customers.
* Conduct daily customer engagement to further relationship and business growth
* Onboard new accounts and Act as expert on account issues
* Work with customers on providing product service, business services and product training
* Organizing camps and planning advertisements to increase sales.
1. **Area Sales Manager**

 **Unitron Hearing India Pvt Ltd. (4 Years.)**

* Providing sales as well as technical support to dealers.
* Work with customers on providing product service, business services and product training
* Arranging training and dispensing Unitron hearing aids in clinics
* Arranging Seminars and Camps for Doctors and Dealers.
* Conduct daily customer engagement to further relationship and business growth
* Onboard new accounts and Act as expert on account issues
1. **Sales Coordinator (2 years.)**

**Crystal Gallery LLC, DUBAI**

* Supporting the sales team in attaining the monthly as well as annual targets and operates with management and clients to determine business requirements.
* Providing inputs and ideas into marketing enterprises and subsequently promote them and monitor responses
* Preparing monthly, weekly or daily sales analysis.
* Preparing proposals, agreements, sales reports, and presentations.
* Collecting, analyzing, evaluating and accounting the information in order to increase productivity of sales.
* Monitoring the trends and evaluating the performance assessed against monthly sales goals.
* Attending network and promotional events to develop and maintain contact with potential clients and professional bodies.
* Handling all orders from Dubai malls as well as Abu Dhabi mall and handling them on time.
* Communicating with regional sales team for status of order and position of sales.
1. **Customer Sales Representative**

**Wilkinson Super Store (London’s Megastore FMCG Company) United kingdom (3 years)**

* In charge of section supervising and manage sales team within the store while performing customer service

 and assisting floor manager.

* Handling sections, Furniture, Home living and bath ware, Electronic goods, DIY, and FMCG in the store.
* Motivating and communicating processes to Customer Sales Trainee to increase efficiency and accuracy and responsible for weekly schedule of Sales staff.
* Merchandising and Check stock levels daily and recommend orders to the manager in order to replenish and maintain optimum stock levels.
* Providing excellent customer service in order to meet and exceed their expectations consistently.

 Actively involved in planning and development of new strategies & promotions and displaying

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|  **5. Assistant Floor Manager** **(Day to Day Super market Haldirams group company, India )** |  **(3 Years)** |
| * Coordinated sales activities and prospected customers within the shopping mall.
* Managed product promotion, conducted presentation-product demonstration and sold products.
* Actively involved in the Sales & Marketing of Haldirams Supermarket products & services.
* Accountable for the movement of Inward / Outwars of Stock within the Supermarket.
* Ensuring that the stock is maintained as per the Customer demands.
* Act as a contact between a company and its existing and potential markets.
* Provided assistance to the development of new policies under the approval of Team Supervisor
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**COURSES ATTENDED**

* Certified Course in English, London City Institute, UK  **2006**

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|  | IT SKILLS AND ACHIVEMENTS  |  |
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|  MS Office 2013, Microsoft FrontPage, HTML, Internet & E-mail applications and getting **Best sales person awards** from last three years from my present job in Unitorn hearing India. MumbaiPart of Starkey foundation India for 3 years in Starkey hearing aid Pvt ltd |
|  | PERSONAL DETAILS |  |
|  |  |
| Nationality: Indian Date of Birth: 14th April,1975 Marital Status: Married Languages: English, Urdu, and Hindi Visa Status: Dubai visa for 3 months   |
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