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| SadatArea Sales manager/ Retail Sales Operations **E-mail:** [sadat.379696@2freemail.com](mailto:sadat.379696@2freemail.com) | | | | | |
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| 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. Mumbai  Part of Starkey foundation India for 3 years in Starkey hearing aid Pvt ltd | | |
|  | PERSONAL DETAILS |  |
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| 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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