**Shiv**

**E-Mail:** **shiv.383669@2freemail.com**

**Seeking a position in Sales& Marketing**

**ORGANISATIONAL HIGHLIGHTS**

 **CURRENT COMPANY PROFILE:**

* **DUBAI LEADING TECHNOLOGIES LLC (Dubai) is UAE National Distributorof DAHUA security**

**Products such as CCTV, Time Attendance, Access control, Video intercom.**

**CURRENT WORKING PROFILE:**

* **Working at Dubai leading technologies LLC handling Channel Sales- Northern Emirates from January 2017 onwards.**

**ACADEMIC CREDENTIALS**

**• SSC from CBSE with Second division.**

**• 12th in SCIENCE with PCM from CBSE with first division.**

**• Graduation in Arts with Economics from HPU Shimla with Second division.**

**PROFESSIONAL QUALIFICATION:**

**• Certificate course in BUSINESS MANAGEMENT(2008-2009) from LONDON SCHOOL OF BUSINESS (ENGLAND)**

**WORK EXPERIENCE**

* **Working in M/S Lajwanti computer shopee(India) as Sales manager from 3/2/2011 to 25/10/2013.**
* **Working in Business zone trading LLC (Dubai) as Sales Specialist from 13/1/2014 to 31/12/2015.**
* **Working in AVALON (Dubai)as Business Development Manager from10/1/2016 to 31/12/2016.**

**RESPONSIBILITIES**

**• Responsible for the coordination with the existing dealers of the company.**

**• Updating dealers about the change in price and new product launch.**

**• Meeting the existing customers.**

**• Meeting the new target customer and converting them into customers.**

**• Solving the problems and queries of existing dealers and customer.**

**• Organizing events at dealers place to attract new customers.**

**• Developing monthly plans to achieve and exceed set target.**

**• Manage response about market trends.**

**• Developing new clients and negotiating with them for sourcing profitable business.**

**• Convince people by cold calling and provide full knowledge of product to make a right decision.**

**PROFESSIONAL ACHIEVEMENTS**

* **Dahua certification for HDCVI products.**
* **Sales person of the year 2017**

**KEY SKILLS AND ABILITIES**

**Excellent time management skills**
proven ability to effectively manage multiple responsibilities in a busy environment and to identify urgent tasks, ensuring they are prioritized and completed in a timely and accurate manner.

**Ability to work under pressure**
highly experienced at operating in high-pressure situations where I have been required to carry out complex tasks within a short timeframe. I remain calm and maintain a high standard of work when under pressure.

**PERSONAL DETAILS**

**Visa Status :Employment Visa**

**Date of Birth : 5thJanuary, 1987**

**Marital Status : Married**

 **Gender : Male**

 **Nationality : Indian**

**Languages Known : English, Hindi,Punjabi**

**REFERENCE**

**• Available on request**

**I hereby declare that the information given above is true to the best of my knowledge and belief.**