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| **Muhamedhakeem** Sales & Marketing Managermuhamed\_388271@2freemail.com |  |

An enthusiastic & ambitious individual who has a proven track record of achieving results in highly competitive environments. A true sales professional who is driven to hunt for new business and is mentally resilient enough to be able to push past rejection to results.

I can enhance the performance of any business by using her energy, drive and commitment to succeed to build outstanding relationships with customers to bring up overall revenue growth.

A highly accomplished professional bearing 17+ years of extended & challenging Managerial experience in Project Management, Customer Relations, Operations, Supply Chain Management & Product Development.

# Experience

**Sales & Marketing Manager**

**Sales & Marketing Dept: (Dec, 2017 – till date)**

* Maximize sales performance through delivering an exceptional customer relation, people management and cost control.
* Generating new business by leveraging existing relationships, prospecting, conducting market analysis and launching campaigns.
* Identifying and fulfilling customer requirements to its level best within the allotted territory.
* Maintaining good after sales relationships,
* Collaborate with executives in renewing and implementing new business programs to sustain and meet business unit growth.
* Market research and good relationships with clients.

# Accomplishments :

Closed business worth average 100 MSR of new sales revenue in first half of 2018. Signed contracts worth 30MSR with various projects for supply of electric, solar and like equipments & materials

# Sales in Charge

**Commercial Division (Dec, 2014 – Nov, 2017)**

* Generate and report crucial & critical business information to executive management

and manage daily operations for company’s entire client portfolio.

* Identify business opportunities by identifying prospects & evaluating their position in the market; researching and analyzing sales options
* Direct every aspect of supply chain, production and delivery processes.
* Sell products by establishing contact and developing relationships with prospects; recommending solutions
* Liaise between client and internal departments such as technical, production, finance and delivery divisions in particular
* Maintaining relationships with clients by providing support, information, and guidance; recommending profit and service improvements Identify product improvements or alternate products by remaining current on industry trends, market activities, and competitors.
* Ensuring staff complies with all company policies, procedures and addressing any shortfalls.
* Create market maps of target industry sectors and clients.
* Prepare reports by collecting, analyzing, and summarizing information. Maintaining quality service by establishing and enforcing organization standards and provide weekly/monthly reports to the division head on specific KPIs, pipeline business.
* Maintaining professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
* Ensuring to achieve monthly target and to achieve month on month growth in Business Development
* Follow up on customers who have shown specific interest in a particular product.