**KAMRAN**

Dubai | kamran-395912@gulfjobseeker.com

A result-oriented Sales Manager with 7+ years of experience including three months in UAE as Business Development/sales/marketing/merchandising/product management. Expertise in strategic business development, achievement of the annual business target and developing new revenue streams.

A skilled sales manager with expertise in new product conceptualization, distributor and supplier selection/management, and product life cycle evaluation. Specialist knowledge in seeking new opportunities, building relationships, monitoring markets, developing and executing marketing and business development plans.

**Skills**

|  |  |
| --- | --- |
| * Customer facing skills
* Drafting Quotes for Projects
* Developing Sales Pitches
* Sales Operation
 | * Time management
* Flexibility & willingness to learn
* Effective communication
* Excellent interpersonal
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**Professional contour**

**W O R K E X P E R I E N C E**

**Sales Manager in a Footwear Manufacturer company**

[January 2019 – October 2019]

**Core Role:** Achievement of sales objective, Responsible for the tactical function (developing, delivering, executing) of the sales strategies. Direct sales and business development function including key account management, customer relationship development, Letter of credit, contract negotiations, and order fulfillment. Responsible for prospecting, provide business development expertise, dealer training, marketing support to manage social media, e-commerce development for ads, promotional events, etc.

**W O R K E X P E R I E N C E**

**Business Development Manager**

[December 2014 – December 2018]

**Core Role:** New business development across the region, with key responsibilities towards account management, identifying, developing sales, negotiating and closing agreements, building awareness for WorktoesR brand and assigning new distribution network across the region

**Job Responsibilities**

* Efficient in analyzing attitudes, chalking out sales and business development strategies, providing advice on products, enhancing business volumes and growth as per target set, and attaining revenue goals.
* Price quotations for the inquiries received.
* Marketing safety products to new and existing clients.
* Developing profitable relationships with existing and new customers.
* Negotiation with buyer and factory on various issues and day to day executions.
* Handled shipping documents (BL & AWB) timely and accurately.
* Liaise directly with customers and forwarders to tackle export tasks.
* Proficient in Word, Excel, Outlook, and PowerPoint.
* Attending networking events, sales conferences, and trade shows.
* Proficient in attaining top-line and bottom-line profitability, approaching customers, explaining product features, imparting demonstrations, mentioning sales, and promoting value of products.
* Effectively calculate product price on FOB or CIF or DDP terms basis as per buyer requirement.

**Worked with Customers Based in:**

Saudi Arabia, Oman, Kuwait, UAE, Malaysia, Indonesia, and Corporate Office in Sharjah.

**Achievements:**

Increased top line (sales revenue) with a 30% increase through establishment of new distribution channels.

 Worked for three months in corporate office located in Sharjah for better customer relationship, Explores and develops accounts through demand generation activities, sales program and grow the sales opportunities. Achieving sales target by retaining the existing customers & by gaining new customers as well. Ensuring the proper customer satisfaction through cross function activities.

6% growth in shipment

10% growth in revenue

**W O R K E X P E R I E N C E**

**Sr. Merchandiser at Mirza International Ltd (Unit-I)**

[December 2012 – November 2014]

**Core Role:** Practical experience in merchandising and fully familiar with all aspects of marketing, merchandising as well as production & quality improvement procedures. Developed and displayed all of general management skills and also gained strong supervisory, time budgeting, and production management experience.

**Job Achievement:** After 6 months from joining got higher post from merchandiser to senior merchandiser. Also got chance to visit Dubai to attain Intersec safety and fire fair in 2014.

**Educational Qualification**

**Master of Business Administration (MBA) [2010– 2012]**

GautamBuddh Technical University, Lucknow, India

**Modules studied:** Consumer Behaviour & Marketing Communication, Supply Chain Management, Marketing Management, Sales & Distribution, Retail Management, Production & Operation, Negotiation & Counselling, and Communication in Business, Business data analysis, Managing Human Resources, International Marketing, Business Statistic.

**Bachelor of COMMERCE (B.COM) [2007– 2009]**

Kanpur University, India

**Modules studied**:Accounting Principles, Principals Of Business Management, direct and Indirect Taxes.

**Certifications**

|  |  |
| --- | --- |
| * Tally
* Search Advertising
 | * Adwords Fundamentals
* Display Advertising
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**Personal Details**

Gender : Male

Language Proficiency : English, Hind & Urdu

Nationality : Indian

Visit Visa Validity : 10thJanuary 2020

**Reference available on request.**