**Gulfjobseeker.com CV No:** **106794**

**Mobile +**971505905010 / +971504753686

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**Date of Birth: 13 June 1964**

**Languages known: English, Hindi, Marathi, Gujarati, Spoken Arabic**

**CAREER OBJECTIVE**

To emerge as a key contributor in a dynamic and progressive enterprise that offers remarkable career prospects.

My long term career will concentrate in the following areas of interest:

* To improve the quality standards set by the company; provide a targeted, creative & unique marketing & administration vision in order to increase sales brand awareness in the corporate world & markets.
* To manage people, interface with colleagues, suppliers, partners & customers, and work

towards achieving management goals.

* To be a strategic planner and adviser to top management.

**EDUCATIONAL QUALIFICATIONS**

* A Commerce Graduate from The Bombay University, India in the year 1984**.**

**TECHNICAL SKILLS**

* Effective Liaison with related stake holders like Civil, MEP Contractors and Consultants.
* Achieving the corporate goals and developing business plan.
* Conducting technical seminars on the products, Presentations and events.
* Excellent at planning the business strategies.
* Exploring the new markets
* A good attitude with pleasing disposition.
* Analytical decision maker with excellent problem-solving skills.
* A strong work ethic combined with a commitment to excel in all projects undertaken.
* Effective communication and interpersonal skills.
* A Team facilitator yet demanding & forceful with a “can do”,

“Get it done” approach.

**COMPUTER SKILLS**

* Microsoft Office applications
* Outlook Express
* **Personality Development course (Dubai) in the year 1995**

**WORK HISTORY**

**August 2014 – till date:**

Sales Manager Presently Associated with AW Rostamani Building Industries interior fit out & MEP turnkey projects company in Dubai. Dealing with sub contracts related with interior Fit out and MEP works.

* Create prospects through lead generation and leverage existing customer relationships to promote and offer sub contracts.
* Proactively conduct strategic account reviews with all assigned customers on a regular basis to review service needs and usage trends to maximize potential and maintain high levels of customer service.

**July2012 –August 2014**

Sales Manager Presently Associated with Fluid control systems manufacturing company in Dubai. Dealing in gaskets, compression gland packing and thermal insulation products.

* Create prospects through lead generation and leverage existing customer relationships to promote and sell the product line servicing the specified market.
* Collaborate with a wide variety of functional areas such as purchasing, sales, marketing and operations to develop and provide products that are responsive to customer needs and market conditions.
* Proactively conduct strategic account reviews with all assigned customers on a regular basis to review service needs and usage trends to maximise potential and maintain high levels of customer service.

**April 2007 –July 2012:**

Sales Executive Presently Associated with M/S. Ramset a Division of ITW Systems Australia Pty Ltd. DAFZA Distributors of fixings to Dry Concrete.Offering the latest in equipment, anchors, fasteners, chemical anchoring and repair technology to the building and construction industry.

* Planning the business & conducting competitors’ analysis for pricing the products and achieving better revenues.
* Identifying prospects from various sectors, and generating business from the existing there by achieving the business target.
* Giving demonstrations to prospects and training their staff to achieve optimum utilization of products by increasing sales and thus catalyzing profitability.

**October 2002- April 2007:**

Sales Executive worked with M/S. Majid Bukhatra Building Material Trading LLC.Importers andDistributors of plumbing &sanitary wares.

* Procurement from local market and organizing deliveries on time.
* Thus achieving increased sales growth and catalyzing profitability for the organization.

**September 2000 – January 2002:**

Account handler worked with M/S.Danzas AEI (Emirates) LLC. Freight Forwarder and Third Party Logistics in Dubai Airport Free Zone.

* Managing third party logistics for various accounts like HewlettPackard (HP), Al Shaya Trading and FMC oilfield supplies.
* Independent working of Inbound, Outbound, inventory control of goods from LCL to container cargo loads. Preparation of customs related documents for exports, local supplies, Government supplies, overseas and within GCC Countries via Road, Air or sea shipment.

**January 1990 – August 2000:**

Branch In charge worked with M/S. Mustafa & Jawad Trading LLC. Dubai.

Also Sales executive with M/S. Mustafa & Jawad Trading LLC Oman.

Major achievement: Within One year, being given independent charge of establishing, developing & managing Dubai branch.

* Marketing products like Low voltage Ikusi (Spain), Brown goods Pace (UK), KTI Dish, LNB’S, Deltron, consumer electronics. Through consultants, Contractors& Dealers Network in UAE**.**
* Marketing range of products like Philips, Marantz, Osteriser. Through Dealers Network, Ministries and A grade Super markets in Oman**.**
* Assisted in Inception of License till the operation and worked for a year with MJTC Finance Dubai operations for Indian Stock market in primary & secondary Market.