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**CURRICULAM VITAE**

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**Objective:**

To seek a challenging role with a growth oriented organization, where I can develop my analytical as well as functional skills in order to deliver effective solutions to the customers and gain profitability for the organization.

**PROFESSIONAL EXPERIENCE-**

1. **Sales & Customer development**  at KG INTERNATIONAL FZCO (Dubai)-

**July, 2007 to till date.**

1. Worked for **M/s HS ENGINEERING SERVICES Pvt. Ltd as sales and purchase manager for 4 years**

**KG INTERNATIONAL FZCO.**

an ISO 9001:2008 certified company. KG is a global company, in the real sense - preferred for its quality products and known for its reliability.

Today, KG International has a presence spanning five continents in more than 50 countries, with manufacturing facilities in Asia. Our quality levels have been proven to be ideally suited to meet the demands of our OEM customers. Apart from own brand, which is KG brand Bearings. KG INTERNATIONAL FZCO is biggest distributor of NACHI and NTN Brand Bearings.

**Key Responsibilities:**

**Sales and Marketing**

* Looking after marketing and sales operations for achieving increased growth & profitability.
* Identifying prospective clients, generating business from new accounts & developing them to achieve consistent profitability.
* Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share metrics.
* Establishing channels partners’ network to achieve sales and reach to the market.
* Preparing analyses reports for each client and planning their demand charts based on market consumption.
* Approaching OEM’s and introducing our product, do sampling, create application data sheet, supply trial orders and engage them in sales contracts.
* Selecting and appointing distributors in different countries to achieve our sales.

**Business Development**

* Managing sales and marketing operations thereby achieving increased sales/maximizing profit in assigned territory.
* Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norms.
* Preparing offers and payment follow up

**Client Servicing**

* Ensuring customer satisfaction by achieving delivery & service quality norms.
* Attending to clients concerns & complaints and undertaking steps for effectively resolving them.
* Maintaining cordial relations with customers to sustain the profitability of the business.

 **Achievements:**

* Won **“Star Performer for 2009”** title, A performance award for the achieving

 target levels.

* Promoted as Sales team leader in 2013 and involved in more than 20 countries sales strategies.
* earned following courses under **Different training programs**: -
* Bearing Basis.
* How Ball Bearing is made
* Sales strategy.
* Market research
* Forecasting
* Distributor’s development.
* Participated as well as organized the annual training program **“Fundamentals of Bearing Maintenance”.**

**Skills**

|  |  |
| --- | --- |
| * Self-motivated

* Persuasive negotiator

* Expansive personal network

* Expert in building Ethical Communication

* Fluent in Hindi & English

* Deep knowledge of Bearings,

FAN, CRUSHER and Steel Mills Industry* Dedicated team player

* Superior organizational skills

* Adept multi-tasker
* Multi-site operations expert

* **Customer-oriented**

* Flexible thinker

* **High-profile presentations**

* Customer needs assessment

* Microsoft Office Suite expert

* Risk mitigation techniques
 | * Process improvement

* Strategic planning

* Budgeting and finance

* Vendor sourcing and negotiations

* Customer relations

* Multi-operations management

* Advanced cost control techniques

* Quality control & Assurance

* Personnel management

* New product introductions

* Inventory control

* Multi-site operations expert

* **Convincing & Manipulative**

* Flexible thinker

* Complex problem solving

* Results-oriented

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**EDUCATIONAL QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **COURSE** | **INSTITUTE/ SCHOOL** | **UNIVERSITY/ BOARD** | SESSION |
| **M B.Com.** **(Marketing)** |  **Govt. College of Commerce D .G Khan** | **U.** **Govt. College of Commerce D .G G Khan** | **20 2003** |
|  **Diploma in Computer**  | **College of Computer Sciences** |  **Punjab computer College D G Khan** |  **2003** |
| B.cACMAP (Inter) |  **ICMPA** |  ICMAP Lahore, Pakistan |  **2006** |

##### COMPUTER PROFICIENCY

* Operating Systems: MS Windows 7, XP, 98
* MS Office 2007: Word, Excel, PowerPoint
* ERP complete operation
* Autocad (old version)

**PERSONAL STRENGTHS**

* Self driven, aggressive professional attitude with focused approach to a challenge
* Quick learner of new concepts, applications with ability to follow industry standards and procedures.
* Process problem solving skills as committed Team Leader.
* Coordinate and motivate the team members to excel in proper job functioning
* Strong Communications and interpersonal skills
* Flexible and adaptable to Environment, with no supervision and quick to grasp new ideas and leadership.
* Independent handling & decision making powers of the department, capable of working with deadlines

**PERSONAL PROFILE**

**Date of Birth:** 5 Sep, 1984

**Gender & Marital Status:** Male, Married

**Languages Known:** English, Urdu, Hindi

**Nationality:** Pakistani