**First Name of Application CV No 1641510**

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**Career Objective:**

To be a part of professional organization and render my sincere contribution in the field of Marketing management by professionally achieving the objectives of the organization and develop my over all personality and skills respectively

**Brief Summary:**

* An result oriented Marketing professional holding valid UAE Driving License
* Comprehensive Experience in Branding & sales management offering 3 years of experience with more than a year in UAE
* Proficient in managing sales with good geographical knowledge about UAE market
* Excellent communication and negotiating skills.
* Outstanding achievements during academics with three times “Best Manager” titles at masters
* Easily adaptable with ability to work under pressure and proper streamlining and formulating of work process.
* Strong willingness to learn and unlearn within objective driven work culture

**Academic Qualification:**

 **Qualification :  Master in Business Administration (MBA)**

Specialization      :  Marketing Management
Institute/ University :  Institute of Management Education & Research-Rani Chennamma University

Year of Passing     :  2013

**Qualification :  Bachelor of Business Administration (BBA)**

Specialization      :  Marketing Management
Institute/ University :  KLE College of Business Administration-Karnataka University Dharward.

Year of Passing     :  2011

**Professional Experience**

**Name of the Company:** Rising Star Group of companies  (Feb 2015-Present)

**Designation held:** Corporate Sales Officer

**Location:** Dubai

**Role & Responsibilities**

* Responsible for sale & branding of hand tools, safety equipment’s across major construction companies in UAE
* Interact with purchase managers and promote brand across their sites.
* Pitching and demonstrating product features before purchase decision makers.
* Discuss long term supply of goods and negotiate terms and conditions.
* Critically analyze the status of company to determine their credit worthiness.
* Understanding the enquiries and mail quotations accordingly.
* Sample presentation for final product approval
* Getting official purchase order approved by Managing Director
* Process order towards warehouse and report delivery schedule respectively.
* Track and ensure goods are delivered to the right location on timely manner.
* Follow up with clients account payable dept. for payments as per mutually agreed terms
* Ensure accomplishment of sales target being set quarterly by the company.
* Communicating market trends, competitor strategies directly to MD.

**Name of the Company:** Don and Julio worldwide apparels – (Oct 2013 –Dec 2014)

**Designation held:** Executive- Branding & Sales

**Location:** Mumbai

**Role & Responsibilities**

* Responsible for sale and In store Branding across the state of Maharashtra
* Work upon loyalty programs to retain retailers and increase their fidelity
* Ensure timely and proper supply of materials to retailers by carefully understanding their needs
* Undertake in store branding activities by working with store merchandiser and ensure the brand gets maximum visibility
* Ensure the brand has one of the best shelf spaces within the retail outlet.
* Maintain and undertake best CRM practices with all the stake holders
* Forward orders to dispatch in charge and report overall sales and branding activity to the National head.

**Projects Undertaken:**

**Project 1**

|  |  |
| --- | --- |
| **Name of the Organisation** | Jyoti India Metal Industries PVT LTD, Mumbai |
| **Area / Topic of the study** | **Organisation study:** Study of various departments of organisation |
| **Duration**  | 30 days |

**Project 2**

|  |  |
| --- | --- |
| **Name of the Organisation** | Green Chillies Advertising, Belgaum |
| **Area / Topic of the study** | **Market Research:**  level of Effectiveness and awareness among public |
| **Duration**  | 30 days |

**Project 3**

|  |  |
| --- | --- |
| **Name of the Organisation** | Jubilant FoodWorks LTD (Dominos Pizza India) Mumbai |
| **Area / Topic of the study** | **Supply chain:** Parameters to Improve Relationship between Internal Customers |
| **Duration**  | 60 days |

**Awards and Achievements:**

Represented College in many National & State level Management Fests at Goa, Coimbatore, Mangalore, Bangalore and won the following awards.

* Won Best Manager at St Agnes College of Business Administration, Mangalore
* Won Best Manager at Bapuji B School, Davangere
* Won The title of Ad-Guru at Global Business School, Belgaum
* Won debate competition at a state level event by GIT belgaum
* Secured 2nd position in a sales event by Mudra communications.
* Presented  paper on Tourism  “A Knowledge KIOSK” at Inter college level
* Presented paper on Rural Marketing “Challenges”

**Personal Information:**

Date of Birth:           10th June 1988

Nationality:           Indian

Languages Known:    English, Hindi, Urdu, Marathi and Kannada.