Zakir

Dubai, U.A.E

C/o- +971501685421

Zakir.350907@2freemail.com

**Objective**

I desire to join as a Sales Engineer in Company that has vision for growth and advancement. In the long term, I aim to reach Middle Management level and further my growth with your team and contribute more to the company’s progress.

**Education**

|  |  |
| --- | --- |
| SSC from Mangalore board- | 1981 |
| Pre University from Mangalore university | 1983 |
| Bachelor of electrical engineering from Karnataka university | 1989 |
| Done a certificate course in AutoCAD |  |

**Technical Expertise**

Microsoft Word, Excel, PowerPoint, Internet Explorer, Expert Level Operation, Outlook

**Strengths**

 Innovative & creative skills

 Good communication & team work skills

 Logical

 Confident to undertake any task and complete in given time

 Thrives under pressure

**Work Experiences**

**Tahir Est From 2001 To Till Now**

Dubai UAE. Sales Manager

|  |  |
| --- | --- |
| **Oriental EST** | 1995/2001 |
| Dubai UAE |  |
| Sales Engineer |  |
| **Bhaskar & Engineers**India | 1990/1995 |
| Sales Engineer. |  |

SALES PRODUCTS-Lighting and Switchgears,Office equipments etc.

Accountant and Sales

**Position Responsibilities**

Contact customers,Create Business chances, Develop new customers,obtain orders etc.

 Effectively communicate the company’s business strategy and objectives to staff, ensuring

their total understanding of job purpose and performance

 Responsible of selection and recruitment of suitable Sales personnel

 Day to day management of Sales Team including time management, assessment, training and disciplinary issues.

 Ensure that Sales, Product Management and Development receive such support as they request.

 Create an appropriate department budgeting and annual sales business plans.

 Work with Product Management and Marketing to help define/refine sales Targets/Achievements and ensure sales packages are developed and messages communicated to sales team

 Ensure that the Sales resources evolve in line with the Marketing mission and the company’s vision together with the Sales Teams’ potentials.

 Control duties of all Sales personnel including the Sales Leader.

 Prompt response to Requests on services information, pricing, etc.

 Work with Sales Personnel to provide product, business and technical knowledge in support of sales activities.

 Liaison with Product Managers and Development to understand details of product direction and design and communicate information back to sales organization.

 Responsible for staying abreast of product roadmap as well as understanding the scenarios, features and functions within each of the products and how these are applied to address business and technical problems. This includes interacting with Product Management and Development on an on-going basis to stay current.

 Responsible for understanding business and technical problems addressed by the products including key regulations, business drivers, evolving business needs, etc.

 Attendance at conferences and working with Subject Matter Experts, and research to stay on top of changes in business issues/requirements/regulations/Technology and understand where the market is going.

 Responsible for staying current on competitive analyses and understanding differentiators between the company and its competitors.

 Responsible for preparing for meetings and tailoring communications to address business needs of potential clients as part of the sales process.

 Responsible for providing feedback from the market to Product Management and Development regarding products including coordinating gaps between product functionality and market/customer demands.

 Responsible for working with Product Management to develop and deliver training on business problems, products, and messages (classroom and OJT) for new Sales team members.

 Consolidate and enhance the Company's position and reputation as the country's pre- eminent supplier of quality service

 Identify prospective business partners who will benefit from the proposition; thereafter contacting and presenting to those organizations and their key influencing personnel in order to secure business commitments.

 Effectively manage, sustain and Increase revenue from existing customers.

 To ensure the required profit and/or business levels are achieved from each account on an annual basis.

 To identify new potential accounts which meet the required minimum standards to warrant

Key Account status, to manage and nurture these accounts to fulfill maximum potential.

 Measure and track service and productivity levels, updating both the team and senior management on those aspects of performance, whilst responding accordingly to that ensure performance targets are achieved

**Language**

 Hindi Mother language

 English Fluent

**Personal Information**

Date of Birth : Feb 1966

Gender : Male

Nationality : Indian

Visa Status : Employment Visa

Civil Status : Married

Visa Status : Transferable