***Resume ***

**Anoop**

**Email:** **anoop.390568@2freemail.com**

**OBJECTIVE**

To obtain a **Business Development and Sales & Marketing Executive** position where I can fully utilize my outdoor sales experience, marketing knowledge and sales management skills that I have considerably gained through my exposure from engineering & construction and interior design companies to increase profits and bolster growth for the organization.

**SUMMARY OF CAPABILITIES**

* Good communication and inter personal skill.
* Self-starter, enthusiastic and having brilliant capabilities of enjoying and working within team environment.
* Hard work and loyalty to add to my capabilities.

**PROMINENT ATTRIBUTES**

* **Overall 14 years of UAE Experience in Sales and Marketing.**
* **Having customer in Middle East**
* Performed various duties relating to Sales, Communications, Office Administration, Customer & Vendor support.
* A good team builder with excellent interpersonal and communication skills.

**PROFESSIONAL EXPERIENCE**

**Role-Business Development Manager**

**[**Aug. 2017 TO till date]

 (*A new start-up company from 2016)*

Reporting to MD

**Project Completed**

* DMCC-Tea Testing Factory-Brand Ansell UK&7Fotons Canada,AED 550K (Khatib&Alami/Pravarthi)
* Sheikh Villa –Jumeirah –Brand:Playled-Italy/7Fotons-Canada-Aed 350k (AWAJ/Best/Oriental)
* American University-Ras Al Khaimah-Aed 250k –Brand-Jaf/7Fotons-(HOA/Al Nuaimi/Hi Elec)
* Ministry Of Interiors -7Emirates-Aed 400k –Arki Group

**KINGSTON HOLDINGS FZE**

Safe Zone Sharjah Airport, SHARJAH, UAE

(*Kingston Holdings is group of companies with 25 years old presence all over UAE. Kingston Holdings operation spam 120 countries and regions including Middle East India and subcontinent, Africa, Europe, Canada and US.*

**Sales Manager – Lighting Division.**

Reporting to GM & MD

* Role-GCC & Africa dealing 60 distributors and handling 16 sales people

**[**July 2013-June 2017] 4 years

**Belight L.L.C**

Light fittings, Oud Mehtha, DUBAI, UAE

(*Belight is Al Aqili Group of companies with 19 years old presence all over UAE. Belight was formed in 2004 with a Division of Light Fittings. Office located in Oud Mehtha, Dubai -UAE )*

**Senior Sales Executive**

* Role- Bringing sales through projects (80% target achieved)
* Dealing with Consultants/Main Contractors/Mep Companies/Interiors & private clients

**[**March 2009 TO June 2013] – 4.3 Years

**ABENSAL LIGHTING L.L.C**

Light fittings, DUBAI, UAE

(*ABENSAL is Bin laden group of companies with 25 years old presence all over UAE. Abensal was formed in 1996 with a Division of Light Fittings. Office located in AL Karama- Dubai -UAE )*

**SALES EXECUTIVE**

Promoted

* Bringing projects and achieving sales target

**[**March. 2004 TO Feb.2009] – 5Years

**Showroom In Charge**

* Role-Show room sales with high end brands

Promoted

**[**SEPT 2003 TO Mar.2004] – 6moths

**SALES COORDINATOR**

* Role –Technical assistants to sales people, SM & MD

**[**March 2003 TO Sept.2003] – 6moths

**International Engineering Consultancy L.L.C**

Light fittings, Rak, UAE

(IEC *is 33 years old presence all over UAE. IEC was formed in 1986. Head Office located in Ras Al khaimah- Dubai -UAE and branches in Abu Dhabi, Dubai, Sharjah, Fujairah & Al Ain*

**Autocad Draughtsman & Drawing Coordinator**

**[Feb** 2000 TO Feb. 2003] – 3 Years

**Castle Constructions PVT Limited.**

Chalakudy,Thrissur, Kerala-India

*A civil based construction company, Established 1995*

**Autocad Draugtsman**

**[**October. 1997 TO June.1999] – 1.7 Years

**EDUCATION QUALIFICATION AND ACADEMIC PROJECTS**

**Bachelor of Theology (BTH)**

ISTA, Telangana, India Year: 2016-2019

Professional

 **ITI** (2 Year)

 Passed with First Class in1997, From Govt. Of India (NCVT)

 **PRE-DEGREE**

 Passed in 1995, From University Of Calicut, Kerala, India

 **COMPUTER SKILLS**

 MS Office, AutoCAD

**PERSONAL DETAILS**

Date of Birth : 26-05-1977

Gender : Male

Nationality : Indian

Marital Status : Married

Language : English, Hindi & Malayalam

License : Valid UAE Driving License)

**Visa Status : UAE Resident/ US B1 B2**

**Location Preference : UAE, GCC & AFRICA**