

Abdul Khader Sinan

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Objective

In the field of Marketing for the global market with enthusiasm and leadership traits gain practical knowledge catering to the organisational and personal growth.

Professional Experience

SALMAN CORPORATION- Muscat

06/2019- 05/2021

As sole dealers of the world's best-known kitchenware, home appliances, ever-handy sewing machines, also perfumes and watches.

Marketing Executive:

- Plan and assign daily goals, tasks and assignments
- Conducting market research and analysis to evaluate trends, brand awareness and competition ventures
- Overseeing store housekeeping, signage, stocking, inventory control and other related activities
- Organise and attend events such as conferences, seminars, receptions and exhibitions
- Answering client questions about credit terms, products, prices, and availability.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.

LG ELECTRONICS - Dubai

01/2018- 11/2018

Sales Representative

- Presented company's products to small/medium businesses across the region.
- Closed sales, developed leads and identified sales opportunities to expand customer range
- Worked closely with the Sales supervisor and commercial customers to achieve sales goals and objectives.
- Arranged company-vendor liaisons for updates on services, latest product releases, and pricing.
- Effectively used a variety of sales techniques and materials – cold calls, presentations, visits, relationships, surveys, networking and research.
- Provided product quotes to customers as needed – Kept accounts and prepared sales records.
- Generated advertising brochures for vendors

KARADAN LANDS PVT.LTD. – Bangalore , India 06/2015- 11/2017

Sales and Marketing

- Was an intermediary in negotiations between buyers and sellers, generally representing one or the other.
- Accompanied and advised buyers during visits and inspections to ensure satisfaction with value and condition of property
- Compared a property with similar properties that had recently sold to determine its competitive market price.
- Advised clients on market conditions, prices, mortgages, legal requirements and related matters.
- Generated lists of properties that are compatible with buyers' needs and financial resources.

Academic Qualification

<u>Qualification</u>	<u>University/Institution</u>
Master of Business Administration (Marketing)	Visvesvaraya Technological University – Belgaum, India – 2015
Bachelor of Business Administration	St. Aloysius College-Mangalore,India-2013
Pre-University College	GovindaDasa PU College-Mangalore-2010

IT Proficiency

- Microsoft Office (Word, Excel, PowerPoint)

Achievements

- Co-coordinator in ‘Sentia 2015’ state level fest conducted by Mangalore Institute of Technology & Engineering, Mangalore
- Participated in marketing event in ‘Crossroads 2014’ state level fest conducted by Mangalore University. (2nd place winner)
- Participated in intercollegiate fest conducted by various colleges.

Skills

- A team player with an ability to grasp new thing quickly
- Reasoning and problem solving ability
- Excellent communication skills
- Good convincing ability and Multi-tasker
- Flexible scheduling
- Good in building and maintaining relationship

Language Skills: English, Hindi.

Personal Details: Nationality: Indian
Marital Status: Single
DL: Valid Oman License
DOB & Place of Birth: 23/12/1991-Mangalore, India