# C:\Users\USER\Downloads\WhatsApp Image 2021-12-10 at 6.47.13 PM.jpegMohammed Amer Sharif

# MBA - Sales Manager

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I have a clear, logical mind with a practical approach to problem-solving and a drive to see things through to completion. I have more than 13 years of experience in managing and leading teams across multiple sectors. I am eager to learn, I enjoy overcoming challenges, and I have a genuine interest in Business Management and making organizations successful.

**PROFESSIONAL SYNOPSIS**

• A competent sales professional with 13 years 10 months of experience.

• Empowers a high-performing sales team.

• Sound understanding of market principles.

• Supervising team and product implementation.

• Decisions making for good judgment.

• Build excellent work relationships to achieve goals.

• Effective communication and making the best use of interpersonal.

**AREAS OF EXPOSURE**

**•** Branch Management • Sales Operation

• Sales Process • Time & staff management

• B 2 B Sales • B 2 C Sales

• Analytical problem solver

**ORGANISATIONAL SCAN**

**Sales Manager**

The Earthy Ones

Dealer of w10 Sustainable Products

Dubai |Dec 2021 To present

**Sales Manager**

SALEH & ABDULAZIZ ABAHSAIN CO LTD

(Authorized Dealer of FOTON, LUXGEN, YUTONG motors) K.S.A│June 2018 to August 2021

* Train, manage and monitor the performance of the sales team.
* Design sales plan to achieve targets and to control expenses to exceed the company’s profit.
* Track each team member’s performance and ensure his team is delivering the desired result by KPI.
* Map potential customers generate leads and new opportunities to reach the desired target.
* Set an example for team members and act as a pillar to support them and stand by their Side.
* Maintaining good relationships with customers before and after-sales which improves revenue.

**Asst. Sales Manager**

GULF ADVANTAGE AUTOMOBILE LLC.

(Authorized Dealer for RENAULT motors) K.S.A │July 2015 to May 2018

* Assist plan and implementing sales strategies to reach targets.
* Coordinating with executives for day-to-day tasks, leads, orders, and payments.
* Track each team member’s progress by setting their targets weekly, monthly, and quarterly.
* Ensuring adequate company stock and monitoring clean and well-maintained work location.
* Act as a sales manager in case of emergency.

**Key Account Manager**

ABDUL FATAH IBRAHIM JULAIDAN COMPANY

(Authorized Dealer for Chatella Baby Product & United Taste Food items) K.S. │April 2014 to June 2015

* Developing and managing a portfolio of Key Accounts.
* Achieving monthly sales targets by identifying and developing new customers.
* Ensuring high levels of customer satisfaction as well as up-sell and cross-sell potential. Within existing customers to maximize share of wallet.
* Coordinating pre-sales and post-sales follow-up.
* Achieving and exceeding weekly and monthly KPIs.
* Key Accounts Analysis.
* Monitoring market trends and providing regular competitor feedback.

**Asst. Sales Manager**

WESTERN AUTO COMPANY LTD.

(Authorized Dealer for FOTON & CMC motors) K.S.A │June 2011 to March 2014

* Coordinate with sales team to increase skills to achieve targets according to schedule.
* Perform duties by all applicable standard policies to promote a safe working environment.
* Manage weekly monthly and quarterly progress of each team member.
* Use software tools to create documents and excel sheets to track company stock.
* Working in tight deadlines and a fast-paced atmosphere to reach the assigned target.

**Sales Manager**

ADARSHA AUTOMOTIVES PVT. LTD.

(Authorized Dealer SUZUKI Automotive) India│Sep 2007 to March 2011

* Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
* Meeting planned sales goals.
* Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Overseeing the activities and performance of the sales team.
* Coordinating with marketing on lead generation.
* The ongoing training of your salespeople.
* Developing your sales team through motivation, counseling, and product knowledge education.
* Promoting the organization and products.
* Understand our ideal customers and how they relate to our products.

**EDUCATIONAL HISTORY**

* **MBA (Master of Business Administration Specialization in marketing)**

(Kakatiya University Warangal, India) │May 2007

* **B. Com (Company Secretary – Industries)**

(Kakatiya University Warangal, India) │June 2005

**TECHNICAL SKILLS**

* **Technically proficient in Excel, Word, PowerPoint, Outlook, SAP & CRM**

**PERSONAL DETAILS**

Age: 07th May 1982

Languages: Arabic, English, Urdu, Hindi, and Telugu

Marital Status: Married

Driving License: KSA Driving License

Passport no.: T9279076

**I hereby declare that the facts given above are genuine to the best of my knowledge and belief**.

**Thanks and regards,**

**Mohammed Amer Sharif.**