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Career Objective:

Seeking **Assignments in Sales & Marketing / Business Development** suitable industry in **Middle East / India**.

PROFILE SUMMARY	
SKILL SET	
Sales & Marketing	<ul style="list-style-type: none">• A competent professional with over 20 years of experience in Sales & Marketing, Distribution Management and Budgeting in United Arab Emirates & India.• A Graduate with excellent PC skills.• Have undergone numerous training programs & won several accolades during the career.• Good communication skills in English, Hindi & Arabic.• Hold a valid UAE Driving License for Light Vehicles.• Acknowledged for strengthening companies to lead in highly competitive markets and delivering innovative sales & marketing concepts and strategies• A result-oriented individual with strong analytical, communication, interpersonal and organizational skills
Revenue Generation	
Strategy Formulation	
P&L Management	
Distribution Management	
Retail Sales	
Inventory Management	
Market Penetration	

EMPLOYMENT HISTORY

Senior Sales Executive, Karnataka Paper Industry Humnabad, Karnataka, India - June 2017 – Dec 2020

Job Profile:

- Handling industrial packaging, selling the products as per client requirement and specification.
- Coordinating with the active clients for the product requirement and payment follow-up.
- Interaction with the inside sales team for better business growth and sales planning.
- Coordination with the management for problem solving issues with the clients.

Senior Sales Executive, Maher Petroleum DMCC Dubai UAE – March 2016 – Feb 2017

Job Profile:

- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.

- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

Sales Executive (Lubricants), EPPCO/ENOC, Dubai, United Arab Emirates – Jun 2005 – Jan 2016

Job Profile:

- Administered oil & lubricant sales operations for ENOC lubricants; facilitating in achieving sales targets while maintaining high customer satisfaction and retention
- Formulated strategies for oil & lubricant brands, annual business plans as well as the budgets for sale of lubricants
- Analyzed the actual performance of sales on various parameters against approved budgeted figures and take suitable corrective action wherever required to meet the assigned goals
- Performed study on current market trends as well as competitor activities and updating the senior management on latest market / industry developments
- Facilitated the process of making calls to prospective customers; sending marketing collateral as well as brochures and catalogs

Highlights:

- Bagged the Best Employee of the year Award DSF 2001 & best sales performer 2007
- Achieved a cumulative growth of 88% in UAE region against the company average of 42%
- Established a distributor & dealer network for channel as well as institutional sales for a range of Oil & Gas All automotive /marine/Industrial lubricants towards the organization's goal of achieving a turnover of US\$ 7 Million
- Orchestrated the P&L of lubricants business, strategy and marketing for entire consumer lifestyle sector
- Improved UAE market share from 18% in 2001 to 45% in 2015 and enjoyed a dominant No. 1 position

Retail Site Incharge (ENOC Petrol Station) EPPCO/ENOC, Dubai, United Arab Emirates – Jun 2000 – May-2005

Job Profile:

Maintain the C Store / Oil Change Bay / Tyre Change Bay and Forecourt.

Completes store operational requirements by scheduling and assigning employees; following up on work results.

Maintains store staff by recruiting, selecting, orienting, and training employees.

Maintains store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.

achieves financial objectives by preparing an annual budget; scheduling expenditures;

analyzing variances; initiating corrective actions.

identifies current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.

Markets merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios.

Showroom Sales Executive, RAK Ceramics, Ras-Al Khaimah, United Arab Emirates – May 1998 – Jan 2000

Administrative Assistant, Standard Chartered Bank, Bangalore, India (July 1995 – March 1998

CERTIFICATIONS

Certificate of Recognition

- Marine Outboard Engine Lubrication during Mar'03
- Introductory Product Knowledge during Oct'05
- Basic Lubrication Knowledge Training during March – Jun'09
- Fire Fighting Training Program" during Apr'09
- Basic First Aid " during Aug'09
- Microsoft Excel
- Environmental Awareness" during Mar'13
- Workstation Risk Assessment" during Apr'13
- Smith System Training Course " during May'13
- Customer Care Training 2013
- Dealing with difficult people
- Communication & Selling Skills training from 'CHEVRON'

Received Certificate of Appreciation from:

- ENOC/EPPCO held in 2001
- ENOC/EPPCO for "Best Sales Performer Retail 2007"
- ENOC/EPPCO for" Commemorating the winning of the 8th cycle of the MRM 2015"
- "EUROPECAR" held in Sep'15

ACADEMIC DETAILS

**HSC (High Secondary School)
Bachelor of Commerce
Diploma in Business Management
Diploma in Computer Applications**

IT SKILLS

MS-Office and other Internet Applications

PERSONAL DETAILS

Nationality : Indian
Date of Birth : 15th September 1971
Address : India
Languages Known : English, Hindi, Arabic and Urdu
Driving License : ***Holding valid UAE driving license***
: **Power Boat Driving Level1 with the Yacht Solution DIMC (Dubai International Marine Club)**