

JASSIM AHAMED
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OBJECTIVES

Looking forward to a challenging career opening that refines my skills and expands my knowledge so that, I can be a dynamic asset to rely on the growth of the organization.

EXPERIENCE DETAILS

Organization: S Cube Ergonomics Private Limited

Duration: Dec 2020 – Oct 2022

Designation: Area Sales Manager

Responsibility:

- Responsible for achieving the monthly and annual sales targets as planned.
- Built the business from scratch, through the identification of prospects, and maintaining solid client relationships.
- Responsible for executing effective marketing and sales strategies.
- To increase sales in the Karnataka and Kerala territories.
- To generate leads by applying effective strategies.
- To maintain an effective relationship with the customers and also be able to close the deals.
- To generate business and promote the brand in the market.
- Ensure that client's demands are captured, understood, agreed, and delivered which creates a positive perception of the client.
- Responsible for overseeing the daily operations of the Bangalore showroom, making sure it runs smoothly and effectively.
- Responsible for effective conversion of walk-in customers.
- Appointing and responsible for new and existing Dealer and Retailer Management.
- Responsible for managing the team at the showroom to increase conversion.
- Responsible for monitoring the competitive environment, identifying key market and business information and planning actions.
- Identify target accounts and work with management, to achieve specific goals for closing new business.
- Responsible for maintaining the necessary reports, metrics and database.

Organization: ABC Est. For Trading & Contracting

Duration: Feb 2019 to Aug 2020

Designation: Account Coordinator

Responsibility:

- Handle the processing of all orders with accuracy and timeliness
- Working closely with assigned clients and leads to determine needs
- Preparing the quotations for construction materials and delivering it as specified
- Handling materials inventory and make sure that materials are delivered to the sites on the appropriate time
- Approaching the new clients and identifying their needs in the construction materials
- Purchase of construction materials in the best market which suits the client's requirements
- Maintaining a good relationship with vendors and customers
- Collaboration between the parties to ensure the continued quality of the service

Organization: FONE4 Mobiles

Duration: Mar 2018 – Jan 2019

Designation: Store Manager

Responsibility:

- Complete store operational requirements by scheduling and assigning employees; following up on work results.
- Maintain store staff by recruiting, selecting, orienting and training employees.
- Maintain store staff job results by coaching, counseling and disciplining employees; planning, monitoring and appraising job results.
- Report on buying trends, customer needs, profits etc.
- Maintain outstanding store condition and visual merchandising standards.
- Ensure high levels of customer satisfaction through excellent service.
- Deal with all issues that arise from staff or customers (complaints, grievances etc.).
- Propose innovative ideas to increase market share
- Complete store administration and ensure compliance with policies and procedures

Training and Certification

Certified in Digital Marketing under CHEE-RON's Training and Consultancy.

EDUCATION DETAILS

YEAR	EDUCATION	INSTITUTION	UNIVERSITY
2017	BCOM	St Joseph College	Mangalore University
2014	PUC	Rosario Pre-University College	Pre-University Karnataka
2013	SSLC	Bharath English Medium School	KSEB