

# K. ABDUL JABBAR

+91 97866 45431



## S/O KUNJU MARAIKAR

No.: 3/55, Katoor Road,  
Near GKNM Hospital,  
PN Palayam,  
Coimbatore - 641 037.  
Tamil Nadu - 641 037.

+91 97866 45431  
+91 73395 45781  
+91 96556 47864

nathirajabbar@gmail.com

## OBJECTIVE

Seeking for a growth oriented progressive establishment, which will enable to get me a challenging job of any nature. Also, where my experience and perseverance will be use ful to achieve the goal of the organization.

## OVERALL WORK EXPERIENCE

UAE : 16 - yrs, KSA : 5 - yrs, INDIA: 10-yrs = 31 yrs

## EDUCATIONAL QUALIFICATION

**B.Com** - (1987-90) PSG College of Arts & Science - Coimbatore.

**PGDCM** - (1990-91) Bharathiya Vidyabhavan - Coimbatore.

**MBA** - (1991-93) Bharathiyar University - Coimbatore.

## WORK EXP IN - UAE

### From 1991-1992 HAJI MOHAMAD ALI SHOP AS

As a **INDOOR SALES MAN** for 2 - Years

- Worked as an indoor salesman cum accounting clerk in **HAJI MOHAMED ALI'S SHOP** which was a partnership firm of **FRESH FRUITS COMPANY**.

### From 1992 - 1998 FRESH FRUITS CO. M.S. DUBAI Marketing Representative for 6 Years

- Visiting all the shops in Hamriya Fruits & Vegetables market daily.
- Collecting all the marketing information's such as Price of the goods, Quality, Brand, Supplier etc., and reporting to the management
- Taking daily orders from the customers and follow of delivery and solving the grievances from the customers regarding quality or price variation.
- Distributing the invoices and collecting the cheques periodically and raising the credit and debit notes (if any).
- Submitting daily market prices to the bosses of various competitors and their products and showing the samples to the bosses.

**From MAR 1998 - MAR 2006  
FARZANA TRADING COMPANY, SHARJAH.**

As a **Marketing Manager** for **8 - Years**

- Incharge of all supplies to the famous bakeries like Modern Bakeries, Golden Loaf Bakery, Golden fork Bakeries, Mister Bakers, Hot Breads, A1 Khayam Bakeries etc., Mainly responsible for supplies like Eggs, Flour Sugar etc.,
- Responsible for opening counters for Bakery items in Big Super Markets, Hypermarkets, Shopping Centres, Petrol Bunks Defence Quarters, Hospitals, Police Quarters & Government Departments all over UAE.
- Responsible and guiding the sub-ordinates and training them in supply and display of goods etc.
- Responsible for all promotional activities at Carrefour Hypermarket, Lulu Hypermarket, Lals, Choitram, Sharjah Co-op Society, Dubai Co-op, Emirates Co-op etc.
- Every month achieving the target assigned by the company and aiming for more.
- Familiar in all locations of the places in UAE. Also, have an Expert knowledge in the above field.

**WORK EXP IN - K.S.A**

**SEP. 2006 - AUG. 2007  
WORKED AS "REGIONAL SALES MANAGER in M/S. WESTERN BAKERIES  
COMPANY LIMITED, a sister concern of M/S. AL MARAI INT'L CO - JEDDAH.**

- Incharge of 50% of the Sales fleets Force at JEDDAH region
- Created a record by marketing 10 new Routes in 6 Months.
- Highest Commission Achiever in the Manager's Category. In Feb -07, maximum Budget Achievers, (i,e) of 36 Routes 27 Routes Sales Force Ach. 100% & above. A new till date Record.
- Recruited & Trained 4 Supervisors as Managers. Sole incharge of training New Managers, Supervisors & Salesman.
- Incharge of Altaif, Albaha, Mikwah, Kumfudah, Khamis Regions. 100% of the sales Force.

**WORKED AS "SHOW ROOM MANAGER & CORPORATE SALES MANAGER" in  
AL BANDER TRADING COMPANY - DAMMAM.**

- A Showroom Sales Manager in Dammam Corniche. Baby Shop & Home Center.
- As Corporate Sales Manager in Home Centre Eastern Province.
- Highest Budget achiever for the Year 2009-2010.

### WORK EXP IN INDIA JUN. 2004 - AUG. 06

- WORKED AS A SENIOR BUSINESS DEVELOPMENT MANAGER AT M/S. ATALANTA INDUSTRIAL CONTRACTS AND PROJECT PVT LIMITED, COIMBATORE.

#### JOB ASSIGNED

- Managing Branches at Pondicherry , Karur, Trichy, Chennai & Bangalore. ACH: brought in the job orders of Big Giants like HCL, LENOVA WIPRO. PL HAULWEL LTD (ASHOK LEYLAND), ACERM NCR CORPORATION, Etc.,

### WORK EXP IN INDIA NOV - 2016 TO MARCH - 2019

- Worked as Director - Sales in VIP INFRAA LIMITED an ISO 9001 Certified Real Estate Company.
- Worked as Regional Manager - Sales ub VIP HOUSING PROPERTIES LIMITED" an ISO 9001 Certified Company.

### WORK EXP IN INDIA APR - 2019 TO OCT. 2022

- Worked as VP (Vice President) - Sales & Marketing in VIP GRAND PROPERTIES - Coimbatore From 2019 - OCT. 2022
- Selling of Housing Plots Villas etc.,
- Recruiting Sales Managers BDMS & BMS
- Training to them a Team and making them to achieving the target.
- Created Record of winning 21 trophies in the sales category

### LANGUAGES KNOWN

- Fluent in Speaking ARABIC
- Fluent in Speaking ENGLISH
- Fluent in Speaking TAMIL
- Fluent in Speaking MALAYALAM
- Fluent in Speaking HINDI
- Fluent in Speaking URUDU
- Understand TELUGU

## PERSONAL CHARACTERISTICS

- Represented Dist. Team in Cricket, Hockey.
- Represented College in Basket Ball, Football.
- Represented and won in sports like High Jump, Long Jump and Track Events.
- Also Rep School in Baseball, Volley Ball etc.,

## PERSONAL DATA

- Date of Birth : **OCTOBER 16, 1969**
- Nationality : **INDIAN**
- Religion : **ISLAM**
- Passport No. : **T1967622**
- Marital Status : **MARRIED (Chaldrons - 3 Daughters)**
- **Blood Group** : **A (+ve)**

I hereby declare all the details & informations mentioned above are True and also assure that if given a chance, I will be a "HI-FLYER"

**K. ABDUL JABBAR**  
(+91 97866 45431)