**VALEED LANKROO**

Email: valeed.lanker@gmail.com

Mobile: +974-66504813

Transferable Visa with NOC

Valid GCC Driving License

***CAREER OBJECTIVES***

To pursue a challenging career where my skills and knowledge can be shared and enriched to work in a progressive work culture with all freedom to be creative, Innovative, adding values to the organization.

***PROFESSIONAL EXPERIENCE***

Presently Working in Qatar with **AL-MUFTAH Group** as Sales & Marketing Manager Since September 2nd 2019.

* **January 17th 2018 – January 17th 2019**

Worked as procurement Manager with M. H Alshaya in Bahrain.

* **June09th 2015 to June 09th 2018**

Senior Sales Executive and Internal Staff Trainer with Marina Home Interiors in Bahrain.

* **April 13th 2013 to April 13th 2015**

Worked as Junior Sales Associate with Marina Home Interiors.

* **March 21st 2011 to March 21st 2012**

As a member worked with Help Poor Voluntary Trust.

***AREA OF EXPERTISE***

Customer Service Maximizing Sales

Sales Initiatives Space Management

Staff Training People Management

Feedback Techniques Visual Merchandising

Time Management Business development

Negotiation & Strategy Branding & Consulting

 Communication Equities

 Partnerships Approving purchases

 Policy Management Performance and evaluation.

 Budget planning & scheduling Forecasting & demand analysis

***BRIEF JOB RESPONSIBILITIES***

* Analyzing budgets, preparing annual budget plans, scheduling expenditures and ensuring that the sales team their quotas and goals,
* Approving purchases and evaluating supplier products and services. Negotiating contracts and ensuring that approved purchases are cost efficient and of high quality.
* Approaching suppliers and delivering excellent service at all times through proper execution of company policies and procedures regarding customer service i.e. product exchanges and refunds, purchases.
* Ensuring at all times that the range of merchandise that satisfies the customer profile and establishing strong image for company by providing quality service, exceptional product range and good value of money.
* New Launches – Preparing schedule with division manager, co-ordinate with him and ensure that deadlines are met.
* Work closely with brand team, providing feedback about the products and the ranges.
* Responsible for requisition, replenishment, stocking, pre-delivery inspection (PDI) and pricing. Feedback on issues related to product with details.
* Ensuring quality control and implementing new sales plan and advertising..
* Taking responsibility for all incoming and outgoing business reports with appropriate documents and petty cash related transactions.
* Promoting the company’s existing brands and introducing new products to the market..
* Conducting market research on rival products.
* Designing and implementing marketing plans for company products.
* Oversee all aspects of projects. Set deadlines, assign responsibilities, monitor and summarize progress of projects.

***PERSONAL ACHIEVEMENTS.***

* Certified in Web development for promotion and advertising.
* Award for participating in environment awareness program held at Srinagar (Aru, Pahalgam).
* Award by WOCKHARDT for participating and holding of social awareness program at Srinagar.
* Award of Excellence for the service rendered in the field of Peace Program presented by Sadhbhana at Bangalore.

***EDUCATIONAL QUALIFICATIONS***

**Masters in Business Administration (M.B.A)** from Year 2011--2013 (Major Specialization in Marketing, Minor HR) from City College Bangalore**, Bangalore University**.

**Bachelors in Commerce (B. Com)** in Year 2008—2010 from Islamia College of Science and Commerce **(University of Kashmir, India).**

***PERSONAL DETAILS***

 **Date of Birth -** 28th July 1989

 **Gender-** Male

 **Marital Status -** Married

 **Nationality -** Indian.

 **Permanent Address -** Chinar Enclave Qayoom Colony,

Rawalpora H. No-16, Srinagar, Kashmir, India

***DECLARATION***

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

 ***Valeed Lankroo***