

BADRUDDIN PH

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Dubai Investment Park, Dubai, UAE.



CAREER OBJECTIVE

Intend to build a career with leading corporate of hi-tech environment with committed and dedicated people, which will help me explore myself fully and realize my potential.

Work Experience

Period : Dec-2017 – Till Date.

Company : Flowell fabrication works LLC , Dubai UAE.

Designation : Outdoor Sales Executive.

Primary Responsibilities:

- Work with direct clients to sell the products.
- Estimation and Preparing Quotation.
- Preparing Technical Submittals.
- Visiting Clients continuously for getting more inquiries & build relationships for sales.
- Evaluate, present and negotiate business opportunities.
- Outdoors presentations to companies and organizations.
- Liaise with all levels in the customer organization as required.
- Achieve or exceed the allocated sales target.
- Manage accurate and timely market information related to opportunities, competition, changing trends and feed it back to Sales Director.
- Follow up client's orders and account payments after sale.

Period : March 2015 –April 2017

Company : Build Line Building Materials Trading LLC, Ajman UAE.

Designation : Sales and purchase Executive

Primary Responsibilities:

- Preparing quotations for purchase and sales.
- Purchasing of materials from B2B suppliers.
- Preparing sales order and coordinate with clients.
- Entering sales order into system.
- Preparation of invoice for purchase and sales.
- Liaise with Managers with regards to sales.
- Follow up clients.

Period : October 2013 – October 2014.

Company : Nandi Toyota U-Trust, Bangalore India.

Designation : Procurement Officer

Primary Responsibilities:

- Evaluating vehicle (Checking all the parts of vehicle, Accident check)
- Creating the enquiry.

- Fixing of the appointments.
- Negotiation, fixing the price, finalisation and buying.
- Liaise with Managers with regarding buying and Follow up.

Educational Qualification

- ❖ Master of Business Administration (2011-2013)
Specialisations (Marketing and human resources)
Malik Deenar Institution of Management Studies, Seethangoli, Kasaragod, (Kannur University)
- ❖ Bachelor of Business Management (2008-2011)
Nalanda College of Arts & Science, Perla, Kasaragod, Kerala (Kannur University)

Projects Completed

- “A Functional Study Of KA Boards & Flush Doors Kadambar, Manjeshwar”
- “A Study On Customer Perception Of Bata Footwear At Kasaragod”

Computer Proficiency

- MS Office –Excel, Word, Outlook and Tally ERP 9

Job Skills

- Prepared pricing contracts for various client projects.
- provided technical assistance as necessary.
- Managed internal and external communications.
- Evaluated and made necessary adjustments to sales metrics.
- Worked to resolve client issues..
- Managed all fabrication activities and prepared submittal for approvals.

Personal Data

Sex	: Male
Nationality	: Indian
Marital Status	: Married
Date of Birth	: 29-04-1989
Religion	: Islam
Linguistic Skills	: English, Hindi, Malayalam, Kannada, Tulu, and Arabic (Read & Write)
Hobbies	: Travelling
Passport No	: K9858529
Driving Licence	: Valid UAE Driving License (No.178029)

DECLARATION

I hereby declare that all the information provided above is true to best of my knowledge.

Dubai

Badruddin PH