

Curriculum Vitae

SAMEERULLA INAMDAR

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Career Objectives:

Seeking challenging role to apply creative problem solving and management skills to achieve optimum utilization of company resources and to grow with company's growth. Currently Stay in UAE with visit visa and ready to join immediately.

Experience:

Assistant Sales Manager - Atomberg Technologies

April 2019 to Jan 2021

Atomberg Technologies is a consumer goods/durable Start-up based at Mumbai. They are into manufacturing & sales of energy efficient home appliances.

Roles & Responsibility

- Trade management & marketing for assigned territory.
- As it's a startup, I launched our product in new market and assignees 4 distributors and 16 Direct dealer made revenue of ₹ 7.8cr (USD -105,000) from zero.
- Managed and motivated teams of 8 executives.
- Coordinate with Finance department to plan and execute strategies market credit and payment collection.
- Plan and execute quarterly scheme strategies for channel partners under the allotted budget by company for the territory.
- Attend the customer queries or complaint and coordinate with service team to resolve the issue at first priority.
- Develop the business activity and reach profitability objectives in the territory, in accordance to the brand guidelines and strategic objectives.
- Plan and execute strategies to deliver targets, Market share and Turnover with channel partners.
- Develop efficient and creative sales and marketing strategies for the assigned territory.
- Conducting promotional activity for Influencers & shop boys. Conducting monthly dealers and electricians meets for motivation and rewards.
- Collecting customer and market feedback and reporting the same to the organization.
- Monitoring performance, analyzing sales data, periodical forecasting and reporting to zonal heads & PPC department.
- Builds, along with marketing Manager, detailed and impactful trade marketing plans within our budget constraints.
- Manage and Monitor sales operations on weekly basis and monitor progress monthly/quarterly.

Education:

Masters of business Administration - Marketing	2016-18
Kls IMER, Belagavi	60.4%
Bachelors of Business Administration	2013-16
Smt, Kumudben Darbar, Vijayapur	67.48%
Higher Secondary – Science	2011-13
Anjuman boys PU college, Vijayapur	42.33%
SSLC	2010-2011
Secab English Med High school, Vijayapura	55.36%

Highlights:

- Eye for excellence and high level of standard.
- Strong work ethic and leadership skills.
- Flexible & self –motivated with good interpersonal skills.
- Creative & Detailed oriented.
- Capable of working independently or as part of team and lead a team towards goals

Live Projects:

- 2 moths Internship at **Digital marketing** company - Geek creative agency.
- Inactive dealers' activation **straergies** and new dealer appointment project at **Coca-Cola**.
- Project of **Google Pay**, mobile wallet which was on enrolling merchants across Belagavi city.
- A survey to know the Market Potential for Setting up a new production unit in Belagavi for **Bisleri**.
- A study on **Managerial Etiquette's** followed in IDEA Company Retail Store, RPD Cross, Belagavi

Certification and Workshop:

- Certified IIMBx MOOC on **Predictive Analytics**.
- Certified **Fundamentals of Digital marketing** by Goolge Digital Garage.
- Certified **Supply Chain Management** by Confederation of Indian Industry
- Received certification of participation for 2 days program on Digital Marketing by Carpe Diem 2k17-18, IIM alcutta Event.
- Secured 1st at **Ad-Mad** in Gyan Mahthan management fest conducted by GBS and LEAD-Deshpande Foundation, Hubli.

Declaration:

I hereby declare that the above cited information is true to the best of my knowledge and belief, if given a chance, I can prove myself

Place: Sharjah, UAE
Date: Nov 15, 2021

(Sameerulla Inamdar)