



# MAHESH K K

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Address line: Deira Muteena

Visa Status: Residence

UAE License holder

## Summary

To achieve the position as a Business Development specialist in an esteemed organization, where I can utilize my expertise in the field of sales, marketing & operations management, thereby contributing towards the growth of the organization.

## Skills

Management and leadership skills are often used interchangeably as they both involve planning, decision-making, problem-solving, communication, delegation, and time management.

Basic security Guard training from the National Security Institute Abu Dhabi UAE.

Holder of the NSI &PSBD license from PSBD Abu Dhabi.

### About me..!!!

**Nationality:** India

**Date of Birth:** 28-04-1982

**Passport No:** S 8779665

**Marital Status:** Married

**Languages Known:** English, Hindi, and Malayalam

### Education:

Secured Masters in Arts

### Extracurricular activity:

University best actor in drama.

## Experiences

### Sales Executive – Metallo Scraps & Waste Trading LLC (Dubai)

Since Aug 2021

- ✓ Setting sales goals and developing sales strategies.
- ✓ Researching prospects and generating leads.
- ✓ Contacting potential and existing customers on the phone, by email, and in person.
- ✓ Handling customer questions, inquiries, and complaints.
- ✓ Serving as the face of the organization to internal and external partners
- ✓ Making data-informed decisions to drive performance and resource allocation
- ✓ Developing and maintaining relationships with key clients
- ✓ Setting sales quotas and goals
- ✓ Identifying emerging markets to find new sales opportunities
- ✓ Defining and executing territory sales plan.
- ✓ Sort metals to separate high-grade metals, such as copper, brass, steel and aluminum, for recycling, Sort recyclable materials.

### **Marketing Executive - DITS Network Solutions LLC (Dubai)**

Oct 2020 – Aug 2021

- ✓ Setting marketing objectives to ensure the profitability of a business's products or services
- ✓ Developing and initiating marketing strategies that aligns with company goals
- ✓ Collaborating with marketing and sales teams to plan and execute marketing and advertising campaigns
- ✓ Managing campaign budgets to ensure projects stay within outlined parameters
- ✓ Planning, implementing and improving promotional and lead- generation campaigns.
- ✓ Project visits, product discussions, negotiations & sales closing etc. with main contractors/ consultants / clients.
- ✓ Attend project review meetings with client/consultants as per the project requirements.

### **Sales Executive - ALCAN GROUP LLC (Dubai)**

2018 - 2020

- ✓ Adopt a team approach; work with others in pursuing common goals.
- ✓ Identify & analysis market weakness in comparison with competitors.
- ✓ Review of quotations and costing at the stage of price negotiations and finalizing contracts.
- ✓ Ensure timely completion of Projects within the budgeted time with high quality as per the project Specification & Contract terms.
- ✓ Strict follow up on the Joint measurement at site to prepare Invoice and ensure the payment receipt in co-ordination with sales team.
- ✓ Sourcing vendors and evaluate them on the basis of their capabilities and delivery schedule.
- ✓ Maintain good relationship with the suppliers and manufacturers.
- ✓ Develop appropriate relationships with potential customers with the intention of winning profitable business for network.
- ✓ Fulfill the customer needs/expectations by providing a better solution.

### **Area Sales Manager - LLOYD HEALTH CARE (India)**

2016 - 2018

- ✓ Managing, training and motivating existing sales team to drive revenue growth.
- ✓ Develop and manage efficient distribution networks for sales.
- ✓ Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- ✓ Collecting customer and market feedback and reporting the same to the organization.
- ✓ Monitoring sales team performance, analyzing sales data, periodical forecasting and reporting to zonal heads.

### **Area Sales Executive - CAD PHARMA (India)**

2012 - 2016

- ✓ Responsible for arranging meeting with reputed Hospitals and Doctors for strategic tie-ups.
- ✓ Promote our products in the reputed Pharmacies.
- ✓ Co-ordination, support and responsible for achieving the profitable targets.
- ✓ Meet 10 Doctors and 5 Pharmacists as a daily routine procedure.

### **Marketing Executive/Office Administrative - OXFORD Contracting LLC (Sharjah)**

2008 - 2012

- ✓ Negotiate with clients and finalize deals, maintain existing accounts and also develop new business.
- ✓ Handling of petty cash (Approx.Dhs.30, 000/- per month).
- ✓ Supervision of daily office matters.
- ✓ Preparation of Pay Roll.
- ✓ Recruitment of labors as per the company's requirements.
- ✓ Report to the Administration Manager and Business Development Manager.

**References :** Mohammed hassan – Project Engineer ALCAN Group LLC

Ismayil Thayyilpurayil – Sales Engineer DITS Network Solutions LLC

### **Declaration**

I hereby declare that all the information contained in this resume is in accordance with facts or truths of my knowledge and Experiences.

Mahesh KK