

CURRICULUM VITAE

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Visa Validity: 11-06-2022 to 20-09-2022

CAREER OBJECTIVE

SAP qualified and seeking a challenging opportunity in business development & sales profile where I can contribute to the company's growth; Ensure continuous learning and improvement of skill sets acquired.

STRENGTHS

- Expertise in depth Sales, procurement & finance strategy development
- Strong orientation on achieving tangible results & Self motivated & Active listener
- Ability to handle large team & deal with multiple cultures
- Basic , financial and administrative knowledge in relation to contracts

Total Work Experience: 11 years

Work Experience – 1.5 Month

Name	ZEALCON FOUR SEASONS - Dubai
Designation	Sales / Procurement Manager
Product	Aluminum Doors & Windows, Glass Rooms, Office Glass Partitions

Work Experience – 3 YEARS (2019-2022)

Name	DIVINITY LIGHTS/SOVITRON INTERIORS PVT LTD - Bangalore
Designation	Regional Manager (Sales)
Clients	Architects, Contractors, Consultants, Builders, Direct Clients

Job Description& Responsibilities

- Implemented effective promotion strategies by training a team of 50 with the sales target of 110%
- Vendors finalizing & Preparing Quotes Cost of Production & Delivery.
- In charge of 5 state projects & Worked with Architects, Contractors, Consultants, Builders & Clients
- Scheduling to team by arranging Samples & Managing Warehouse & Go down with onsite Mockups

Work Experience – 3 YEARS (2016-2019)

Name	RAK CERAMICS-(Vitrified Tiles & Ceramics)-(Bangalore)
Designation	Territory Manager (Sales)
Client	Architects, Contractors, Consultants, Builders, Direct Clients

Job Description& Responsibility

- Implementing strategic marketing & Sales goals & leading a team of 6 creative technical sales staff
- Analyzed customer needs & requirement, Achieved maximum profit of 110% sales target
- Supervised entire Bangalore projects by meeting Architects, contractors, consultants, builders, clients & Generating New Business
- Order Finalizing with clients & Builders & also Managing 30 Dealers within the State

Work Experience - 3 YEARS(2013-2016)

Name	- Gulf Pipe Supply & Services- Al-Jubail, Saudi Arabia (Trading Company) - Sigma Technical Enterprises –Doha, Qatar (Fire & Safety Supply & Installation)
Designation	Procurement & Sales Manager
Client	Sabic and Aramco

Job Description& Responsibility

- Creating new Business to the company by Meeting Contractors & Clients & Led a team of 8
- Purchasing of Products from Manufactures, Sub Vendors & Supplying to clients
- Established a competitive sales force by offering aggressive prices & desirable benefit packages
- Worked with Aramco & Sabic Vendor Projects.

Work Experience – 2 YEARS (2011-2013)

Name	INFOSYS (Bangalore- India)
Designation	Assistant Team Lead (Finance : SAP- FICO)(AR/ AP / Banking)
Client	Philips

Job Description& Responsibility

- Worked for Philips project as Assistant team leader
- Worked for Account receivable, Accounts Payable & Banking team
- Execution of payment for Philips Vendors all over the world
- Majorly worked for Poland & turkey clients & Quality checks of AP invoices via CITI Bank

TECHNICAL SKILL

SAP, CS, Peachtree, Tally	Microsoft Excel, Ms Word	Microsoft PowerPoint
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ACADEMIC PROFILE:

COURSE	PERCENTAGE	INSTITUTE	UNIVERSITY	Year	Specialization
SSLC	72.48 %	JUNIOR COLLEGE	K S E E B	2006	
PUC	82.48 %	JUNIOR COLLEGE	PU BOARD	2008	Commerce
BBM	78.00 %	IDSG COLLEGE	KUVEMPU	2011	Sales & Marketing

PERSONAL DETAIL

Nationality	Indian	Passport	V5393930
Date of Birth	4 th July, 1990	Marital Status	Married
Permanent Address	Vidyanagar, Near mountain View college, CHIKMAGALUR -577101		
Present Address	Near Salah-Al-Din Metro Station, DUBAI		
Driving License	Valid Indian & Expired Saudi Arabia Driving License		

Looking forward towards an exciting opportunity, where in I can prove my skills with confidence and full zest.

(Mohammed Ismail)