

# SHABAB KARIYADAN

## SALES EXECUTIVE

Mobile: +971 564305364

Email: [sshabab07@gmail.com](mailto:sshabab07@gmail.com)

Experience: 9 years UAE experience



## PROFILE SUMMARY

To be a competitive employee in the field, where I am familiar and strive best for any duties and responsibilities that will consign in accordance of my knowledge and experience to enhance my knowledge, skills and abilities for self-improvement and be able to gain career advancement in a well-established company

## WORK EXPERIENCE

### NICHE MARKETING MANAGEMENT L.L.C, UAE

#### SENIOR SALES EXECUTIVE

August 2020 to Till Now

- Implementing marketing strategies analyzing trends and results.
- Forecasting and developing monthly sales quotas for the territory, projecting expected sales volume and profit for existing and new products.
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies.
- Provide on-the-ground support for 10+ sales associates as they generate leads and close new deals.
- Meet with Key customers like LULU Carrefour Al Madeena, to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Managed and handled business activities in the sales territories of UAE (DUBAI, ABUDHABI, SHARJAH, AJMAN, UMM AL QUWAIN)

### BIZON SOFTWARE SOLUTIONS L.L.C, UAE

#### SALES EXECUTIVE

DEC 2017 to JUN 2020

- Visit potential customers for new business
- Maintains quality service by establishing and enforcing organization standards
- Contributes to team effort by accomplishing related results as needed.
- Provide customers with quotations
- Identify new markets and business opportunities
- Review your own sales performance.
- Record sales and order information and report the same to the sales department.
- Maintain and develop good relationship with customers through personal contactor meetings or via telephone
- Analyze customers' profiles and background check results and develop shortlist of Customers based on predefined criteria
- Lead the development of business strategy and plans in line with the terms of corporate strategy, determine, priorities and endorse scope of activities and key objectives to ensure the achievement of organization goals
- Gives advice and guidance on product selection to customers.
- Develops strong product information knowledge
- Reach out to any customer identified through market research to generate business lead and do lead follow up.
- Sustain business growth and profitability by maximizing value, by develop and manage client portfolios.
- Product demonstration for customers improve onboarding processes of new business development
- Develop client proposals and lead introduction meetings as well as negotiating and Finalizing quoted prices
- Managed and handled business activities in the sales territories of UAE, Qatar, Oman, Bahrain and India

- Installation of OS, Windows, and required service packages: both open source and proprietary. Updating and maintaining OS, Windows, and software to the latest releases, patches, etc. Implement security tools and practices across servers, applications & services.
- Installs and tests computers and related network hardware in a LAN/WAN environment problem
- Preparation technical specification and recommends the brand preferences as per the client requirement and the project option. Also, do the support for the equipment and software purchasing
- Implementation, operation, and management of services like web, mail, DNS, billing, etc. Ensure configurations and data backup of services and implement recovery.
- Overseeing computer security and anti-virus updates etc. Talk to clients through a series of actions, either face to face or over the phone to help set up a system or resolve issues, verify that peripherals are working properly, & Work continuously on a task until completion (or referral to third parties if appropriate). Keeping inventory of hardware and maintenance records, Morning checks of systems/software in all department and office.
- Configuration Outlook Mail and backup of mail, recovery, troubleshooting hardware and software issues. Installing and maintaining hardware and computer peripherals. Installing and upgrading operating systems and computer software. Troubleshooting networking and connection issues. Advising on software or hardware upgrades.
- Identify areas of operation that need upgraded equipment such as Computer, fiber optic cables, Hub, Switch, router, Installing and configuring system hardware and software; establishing and managing user accounts, upgrading software, and backup and recovery tasks, etc.

#### **ACADEMIC QUALIFICATION**

- Bachelor Of Commerce (B.COM) from Arunachal University India
- Senior Secondary Education *National Institute Of Open School, INDIA*
- Hardware & Networking (APTECH)

#### **SOFTWARE SKILLS**

- |                   |                   |                        |                       |
|-------------------|-------------------|------------------------|-----------------------|
| • Microsoft Word  | • Microsoft Excel | • Microsoft PowerPoint | • Microsoft Outlook   |
| • OS Installation | • Analytics Tools | • Databases            | • Data Capture System |

#### **CORE COMPETENCIES**

- |                    |                   |                        |                       |
|--------------------|-------------------|------------------------|-----------------------|
| • Leadership Skill | • Executive Sales | • Planning & Execution | • Business Analysis   |
| • Staff Assignment | • Budget Forecast | • Communication        | • Sales process       |
| • Prospecting      | • Team Builder    | • Negotiations         | • Client Relationship |

#### **PERSONAL DETAILS**

|                 |                                     |
|-----------------|-------------------------------------|
| Contact Address | : Dubai UAE                         |
| Date of Birth   | : 09 <sup>th</sup> August 1990      |
| Languages Known | : English, Malayalam , Hindi, Tamil |
| Nationality     | : Indian                            |
| Marital Status  | : Married                           |
| Driving License | : Indian, UAE                       |

#### **DECLARATION**

I hereby declare that all the particulars were given above are true and correct to the best of my knowledge.