

MOHAMED ASLAM P

Dubai , UAE

Phone : +971 569466615

E-mail: mohammedaslambmg@gmail.com



PROFESSIONAL SUMMARY

- Sales professional with 4+ years of total experience,
- Experience as an marketing manager.
- 3 years of customer coordination and marketing management experience at kerala (Beauty mark gold and diamonds).
- Experience in managing distributed teams and multiple projects simultaneously.
- Experience in handling teams with strong technical orientation in technologies like Salesforce and Marketing technologies.
- Hands on Experience in DevOps Implementation.
- Experience in managing Agile projects and leading scrum teams.
-

WORK EXPERIENCE

NAPCO group of companies: Jan

2019 – Present Role : Sales

Coordinator (JEDDAH ,

KINGDOM OF SAUDI ARABIA)

- Proper management of ware house of JED 40 .
- Coordinate with executives and provide all kind of support for to achieve target .
- Ensure that RFPs are submitted on time with the best possible solution.
- Motivational talks and training program for to boost up our members .
- Manage the budget for the sales and reduce unwanted expenses .
- Find new customers in market and arrange meeting with them for to build a relation .
- Make reports in each tasks and report to direct manager .
- Arrange meeting with executives and communicate , discuss about previous plans and mistakes .
- Market analyst for to find new innovation for sales with the help of crew members .

NAPCO group of companies:

Jan2019 – Role :

PRODUCTION TEAM LEADER

(JEDDAH , KINGDOM OF

SAUDI ARABIA)

- Managing of entire production .
- Work as an production manager for production department .
- Production controller of Tissue , aluminum foil , cling film , baby and adult diaper
- Arrange production line up for each machines with the proper coordination of line setter .
- Machine CNC check list before entire production for a proper quality production .
- Coordinate with maintenance department for to troubleshoot the machines with a CRO.
- Coordinate with quality control department for inspection raw-material and final products .
- Arrange final goods to ware house with proper logs and racks system

- Make reports for employee performance appraisal , and production report
- Report to manager daily basis with the proper production report
- Motivate our employees for to achieve production targets
- Proper managing productions to avoid unwanted wastages and for quality outputs from machines

BMG group : Jan 2017 – Jan 2019

Role : Marketing

Manager(PMNA , KERALA)

- Understand business customer objectives and align the effort to achieve the same.
- Discuss with business customer or client to define project scope, requirement and deliverables.
- Identify market condition and competitor
- Experience in managing product development team.
- Build the team and develop project plan to achieve the goal.
- Involved in technical discussions/reviews with team leads and architects.
- Successfully managed multiple complex Information Technology projects both in area of IT services and product development of varying sizes up from \$500K to multi-million \$

- Worked from customers across the geographies including kerala and north india.
- Managed projects from concept to completion including in RFP phase
- Define communication plan for all stakeholders, get buy-in for status report format and Communicate on defined frequency
- Solve team conflicts/concerns and take corrective actions when problem arises.
- Collects metrics data (costs, schedule, and quality) and reports on project progress to stakeholders.
- Budget Allocation and Cost Tracking.

IDEA telecom service : March 2014 – Apr 2016

Role : Sales executive (Jan 2014 – April 2016)

- Increase sales value of mobile recharge and network
- Onsite co-ordinator
- Finding new location for spot registration new customers
- Task Planning, Scheduling, Tracking, Monitoring and Controlling.
- Requirements gathering, analysis and elicitation of Change Requests
- End to end planning, execution and status reporting to IT, business and senior management.
- Followed Quantitative Project Management techniques for reporting to ensure enhancement in deliverables Quality and customer satisfaction
- Managing risk and offering regular and accurate reports about project status/metrics.
- Handling the Performance Appraisal of the team.
- Increasing the value of new customers

STRENGTH

f Ability to adapt

Change is a constant part of my life and I embrace it at every turn



Increasing revenue

has always been my benchmark for success and I have done this year over year since 2018



volunteer services

Has a good leadership quality and awarded for volunteer services entire the world

DRIVING LICENSE

SAUDI ARABIAN & INDIAN DRIVING LICENSES

AWARDS

- Awarded for KERALA NSS TECHNICAL CELL "**MASTER TRAINER** "
- Certified **counselor**
- Winner of the "Best Marketing Manager Award" from Beauty Mark Gold & Diamonds for the year 2018.

PROFESSIONAL EDUCATION

Masters of business administration	West cliff University (2021 –on going)
Electrical and Electronics Engineering	Technical university Diploma examination , kerala (2014 - 2017)
Certified clinical psychology	Royal institution

CERTIFICATIONS

PMP (Project Management Professional)	Completed in Jan 2017.
Scaled Agile Framework (SAFe4.0) Agilist (SA)	Completed in April 2018.
Certified Scrum Master (CSM)	Completed in May 2019.

TECHNICAL EXPERTIS

Tools	Microsoft Project, MS Office Tools, Jenkins/SONAR, TFS, share point, Eclipse, Visual Studio, Github, SVN, JIRA.
Cloud Technologies	Sales Force, Microsoft Azure
Technologies	Microsoft office

TRAINING S ATTENDED

KERALA NSS TECHNICAL CELL	Mater trainer for kerala student development
Counselor	Certified clinical psychologist
EM training	Engagement Manager training from Capgemini.

DECLARATION

I hereby declare that all the statements given above are true to my knowledge

MOHAMED ASLAM P