

SHIYAS USMAN

Sales Manager



Contact Details:

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Email:

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Highlights:

Experience: 9 Years in UAE
Visa Status: Dubai Residence
Notice Period: 1 Month

Strengths & Skills:

- ✓ Good at analysing different types of Manufacturing processes and statistical tools
- ✓ Good communication skills
- ✓ Practical experience in Problem solving techniques in process.
- ✓ ISO- System knowledge.
- ✓ Good presentation skill.
- ✓ Strong time, project management and multi-tasking skills.
- ✓ Ability to conceptually adapt technologies to fit various ideas.

Summary

9+ years of experience in UAE in Accounts, Sales & Operations. Adept at managing multiple assignments and meeting tight deadlines with work process efficiency and profitability through functional and technical analysis. Successful at advising large corporations and small businesses. Possess reputation as a self – directed professional with excellent problem solving, analytical and communication skills.

Skills Summary

- Reporting to Managing Director, responsible for production, quality assurance, maintenance and Dispatch.
- Plan, organize, direct and run optimum day-to-day operations to exceed our customers' expectations.
- Increase production, assets capacity and flexibility while minimizing unnecessary costs and maintaining current quality standards.
- Responsible for production output, product quality and on-time shipping
- Allocate resources effectively and fully utilize assets to produce optimal results
- Implement strategies in alignment with strategic initiatives and provide a clear sense of direction and focus
- Monitor operations and trigger corrective actions
- Share a trusting relationship with workgroup and recruit, manage and develop plant staff.
- Commit to plant safety procedures.
- Stay up to date with latest production management best practices and concepts.
- Responsible for purchase of Technical products.
- Responsible for the sales dept. and handling the full operations.

Professional Experience

Thermoset Middle East LLC :Oct 2019 – Currently Working – Sales Manager

Thermoset Middle East LLC :Oct 2015 – 2019 Currently Working – Senior Sales Executive.

National Aluminum Extrusion LLC :Oct 2012- Oct 2015 – Senior Accountant

Dream World : March 2010- Aug 2012 – Sales & Marketing Manager

Job Profile:

- Manage a successful sales & production support team and ensure that the team consistently meets or exceeds daily performance metrics.
- Responsible for the development and implementation of new processes and procedures for effective and efficient team operations.
- Work effectively with internal support departments (Marketing, Professional Services, and Product Development) to develop effective sales strategies that promote sales to new and existing.

Educational Details:

B com Computer Application
Diploma in Hardware & Networking
Higher Secondary (+2)

Language Skills:

English	: Business Fluent
Hindi	: Business Fluent
Malayalam	: Native
Tamil	: Intermediate
Kannada	: Intermediate
Arabic	: Intermediate

Passport & License:

Passport Number: S5762866

Date of Issue: 16/05/2018

Date of Expiry: 15/05/2028

Place of Issue: Dubai

UAE D/L No.: 3679903

Personnel Details:

Date of Birth : 29 Oct 1988

Sex : Male

Declaration:

I hereby declare that all the information given above is brief and true to the best of my knowledge and belief.

Shiyas Usman

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- Coordinates sales forecasting, planning, and budgeting processes used within the sales organization. Proactively monitors and strives to maintain high levels of quality, accuracy, and process consistency in the sales organization's planning efforts. As needed, coordinates planning activities with other functions and stakeholders within the firm.
- Proactively identifies opportunities for sales process improvement. Works closely with sales management to inspect sales process quality and prioritize opportunities for improvement. Assists sales management in understanding process bottlenecks and inconsistencies. Facilitates an organization of continuous process improvement.
- Experience in handling myriad of challenges in marketing and operations functions in various industries.
- Solutions-driven & customer centric in handling all aspects of business functions encompassing factory, field and service.
- Study and leverage market trends/ competitor moves to achieve market-share metrics.
- Use marketing tools to understand, create, communicate and deliver value to customers, management & shareholders.
- Identifying market opportunities and develop targeted value offers for profitable and productive business relationships.
- Develop value propositions and enhance brand equity.
- Result orientation by coordinating with decision-makers and building an extensive client base for continued prospect pipeline.
- Development of strategic plans, pricing and marketing policies for new market penetration and sustaining existing business.
- Resourceful at maintaining business relationship with clients by resolving their requirements both technically and commercially.

Management Reports.

- Monthly Sales forecast preparation and analysis of previous months reports.
- Monthly MIS report analysis and cost variance report.
- New project proposal based on the management exceptions.
- Analysis month end production reports and submit the report.
- Daily production report checking and analysis report.
- Collection follow up reports.
- Verifying daily purchase GRN vouchers.
- Verifying preventive maintenance reports and give new suggestions.
- Verifying QC reports on daily basis.
- Solving customer complaints.
- Approve expenses and manage profitability reporting as it relates to field metrics.
- Analyse performance metrics data and leverage it to effectively coach and develop the Sales Support team.