



## **Mufeed Abbas Hyder**

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### **CAREER OBJECTIVE**

To gain employment with an organization that offers me A consistently positive atmosphere to learn and implement new ideas for betterment of the organization. Use my skills in the best possible way for achieving the organization goals and tackle errors in an effective and creative manner in a challenging way.

#### **Strength**

Able to work under tight schedule  
Organization & coordination skills  
Expertise in Sales & Marketing  
Development & Strategic Planning  
Can deal with multicultural clientele

### **ACADEMICS**

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<b>Bachelor of Business Management (SDM)</b>	<b>2015-2018</b>
<b>Pre-university (Milagres College)</b>	<b>2013-2015</b>
<b>High School (Milagres High School)</b>	<b>2003-2013</b>

### **EXPERIENCE**

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#### **Dukkantek DMCC**

**(Sales Manager E-commerce/Internet)**

**(September 2020- Present)**

- **Managed all emirates sales and product supplies**
- **Hiring and training the sales team and managing of 11 members**
- **Participated in meetings with CEO and Co-founders of company in weekly basis**
- **Targeting all the major stores across all the district in 7 emirates**
- **Secured sales target by building successful team**

- Exceeding sales goals and improve profits
- Conducted market research of all emirates
- Streamlined new market entry process

## **DU Telecom, Dubai (Sales & Marketing)**

(march 2020 - September 2020)

- *Drove sales by qualified lead*
- *Kept management informed about area activities and significant problem*
- *Prepared daily weekly and monthly sales forecast*
- *Generating leads by cold calls, referrals, outdoor marketing, tie-ups with real-estates.*
- *Exceeding weekly and monthly target*

## **Mercedes Benz, India (Direct Selling Agent FL)**

(April 2018-December 2019)

- Selling both new and old cars
- Financing the cars providing best loan option
- Talking to customers to understand their requirement
- Discussing about latest features and options vehicle to clients in simple terms
- Explaining vehicle depreciation to customers

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### **PERSONAL DETAILS**

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Nationality : **Indian**  
Age/DOB : 23, 15/7/1997  
Religion : **Muslim**  
Languages : English, Hindi, Urdu, Malayalam, Tamil, Tulu, Kannada.  
Visa Status : *Cancelled.*  
*Driving License: UAE Automatic*

*I do here by declare that all the above-mentioned particulars are true to the best of my knowledge and belief.*

Place: Dubai

Date: 10 June 2021

Mufeed Abbas Hyder