

050-6341244



tammiahmad@gmail.com



Ajman-New industrial
area



CURRICULAM-VITAE

Mr. THAMEEM AHMED

EDUCATION

M.B.A. SPECIALIZATION IN
MARKETING,
M.G.University
2004-2007

B.A. BUSINESS
ADMINISTRATION
Calicut University

2003

KEY SKILLS

Microsoft Office Suite



Financial Forecasting



Business Professional Stats



Database Management



Team Leadership



Conflict Resolution



AWARDS

EMPLOYEE OF THE MONTH
January 2001

Training awards for food safety by
Dubai Municipality & High Filed U.K

CERTIFICATIONS

Advance Food Hygiene Training
(HABC,U K) (December 2011)

Person in charge (PIC'3) Training
(HABC,U K) (January 2012)

ISO 9001:2008 Internal Auditor
Course(SGS) (January 2001)

CAREER OBJECTIVE

Sales Manager and operations in charge with over 9 years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven track record of launching successful marketing campaigns and team-leading into a senior management position. Obtained a Master's in Business Administration in June 2007.

PROFESSIONAL EXPERIENCE

Operations & Purchasing:

Company A: Shehzad Group of Restaurant, Dubai

Period: One year "2003 April-2004 April.

Reporting to: Operation In charge

- Advised and coordinated with other departments throughout the restaurant regarding purchasing projects and potential bids.
- Monitor order and contracts for compliance and performance; recommend cancellation of orders and contracts for non-compliance and non-performance.
- Manage the performance of Purchasing clerical functions, including routine correspondence, vendor list preparation, vendor applications and updates, bid and specification preparation, compilation of surplus equipment lists, and contract and records files maintenance.
- Developed source agreements that contributed to increased profits by standardizing contracts and improving purchasing programs.
- Negotiate long-term agreements and programs with key vendors, generating profits in annual savings. Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts
- Emphasizes product features based on customers' needs and up-sell/cross-sell products/services

Computer Skills

Proficient in Microsoft Word, Excel

Tally

Quick Books

Customized ERP

Basic Knowledge of Computer peripherals & Hardware

AREAS OF EXPERTISE

Increases Sales & Margins

Developing Initiatives

Identifying Market Trends

Selling to Customers

Staff Management

Meeting sales goals

Online Marketing

Product Pricing

Personal Details

Nationality: Indian

Gender: Male

Religion: Muslim

D O B: 01-11-1979

Marital Status: Married

Visa Status: Transferable visa

Driving license available

Languages Known

Arabic, English, Hindi Urdu & Malayalam

Sales & Marketing Manager:

Company B: Sawab Al Madina Automatic Bakery, Sharjah

Period: 2007 August to Jan 2009.

Reporting to:MD

- In charge of devising, developing and implementing strategic marketing and operational plan for the bakery industry.
- Analyzing industry strength and logos training the staff on targeted client base development.
- implement new polices and revise process, as needed to improve the operational efficiencies of the organization.
- Marketing and Brand initiative: developed trust, respect and integrity for the organization, through marketing activities.
- Staff Development: Focused sales team efforts on qualification of high yield prospective clients, as opposed to random client capture, leading to increase in number of clients with less time commitments.
- Information management: implemented new format for prospect that streamlined reporting function and represented 100% improvement in reporting format

Company C: Al Madeena Automatic Bakery, L.L.C. Ajman

Period 2009 April to February 2011 Jan .

Reporting to: MD

- Maintained a high profile in the professional and business communities.
- Skilled in cold calling, consultative selling, negotiating contracts, forming alliances and partnering with others.
- Built pricing opportunities to encourage repeat sales.
- Pursued long-term account strategy that maximized profits and assisted in cultivating long-term relationships with the appropriate decision makers.
- Monitored new account success by contacting customers at scheduled intervals.
- Ensured customer program satisfaction.
- Assessed performance by location through audit reports.

- Supported other promotional programs including, but not limited to: reactivation, retention, leads and knowledge based marketing programs.
- Provided management with suggestions for improving volume, market /sales share and price levels.
- Monitor order and contracts for compliance and performance; recommend cancellation of orders and contracts for non-compliance and non-performance.
- Manage the performance of Purchasing clerical functions, including routine correspondence, vendor list preparation, vendor applications and updates, bid and specification preparation, compilation of surplus equipment lists, and contract and records files maintenance.
- Developed source agreements that contributed to increased profits by standardizing contracts and improving purchasing programs.
- Negotiate long-term agreements and programs with key vendors, generating profits in annual savings.
- Increasing sales and profits by offering consumers more cost-effective products with higher profit margins Draft bid specifications and requests bid proposals from vendors.

Business Develop. Manager / Food Safety Trainer:

Company D: Safe Hand Foodtech Consultants, Dubai

Period 2011 march till March 2013.

Reporting to: MD

- Monitored new accounts success by contacting customers at scheduled intervals.
- Keeping good relations with existing customers and new clients.
- Developing the company into new heights with reputed clients.
- Giving trainings to the food handlers to motivate and build up better service.
- Conducted Gap Analysis for food industry to develop the Food safety system and Quality management system.
- Assisting in Implementing HACCP and ISO standards to the manufacturing and catering companies.
- Marketing and Brand initiative: developed trust, respect and integrity for the organization, through marketing activities.
- Conducted site audits to well-known hotels and restaurants in UAE, OMAN & BAHRAIN.
- Undertaken trainings in Basic Food Safety/ Awareness for food related industry.
- Undertaken projects in HACCP and ISO, conducted trainings on food safety in U.A.E and MIDDLE EAST.

Sales & Operations Head:

Company C: Al Madeena Automatic Bakery, L.L.C. Ajman

Period 2013 May till now.

- Managing a team of approximately 350 employees in a busy work environment with 86 van in sales.
- Performance management, to include annual performance reviews (OPR process), performance improvement plans, formal and informal coaching and counseling, etc
- Leads, manages, and develops Account Managers and Client Relationship Managers to optimize team performance
- Assist Sales team in the development of sales and marketing plans, forecasting, performance management, etc., measure and track results
- Work with fellow coworkers and other Regional Sales supervisor to collaborate and develop accounts having hotels in multiple regional territories
- Provide active management, recruitment, and talent development of a high-volume business development team
- Manage a diverse team of Territory Business Managers, Distribution Channel Account Managers
- Producing Operations and Sales manuals which defines the business plan and module for different A& B sector Food Industry.
- Manages the sales cycle from inception to execution
- Full ownership of P&L to achieve revenue growth and gross profit stream
- Coordinates and leads service review meetings to ensure customer satisfaction and SLAs are being met
- Conducts bid analysis and deal execution, ensuring to buy, sell and renegotiate/renew contracts at best prices
- Creates, communicates, and executes a vision for the sales team, establishing direction and providing context for sales activities
- People management responsible - performance dialogues, Development, SEmp, Training, Diversity & inclusion, Talent & Succession and incentive management
- Manages the sales performance and development of District Sales Managers and Marketing Associates

Benchmarks and Milestones

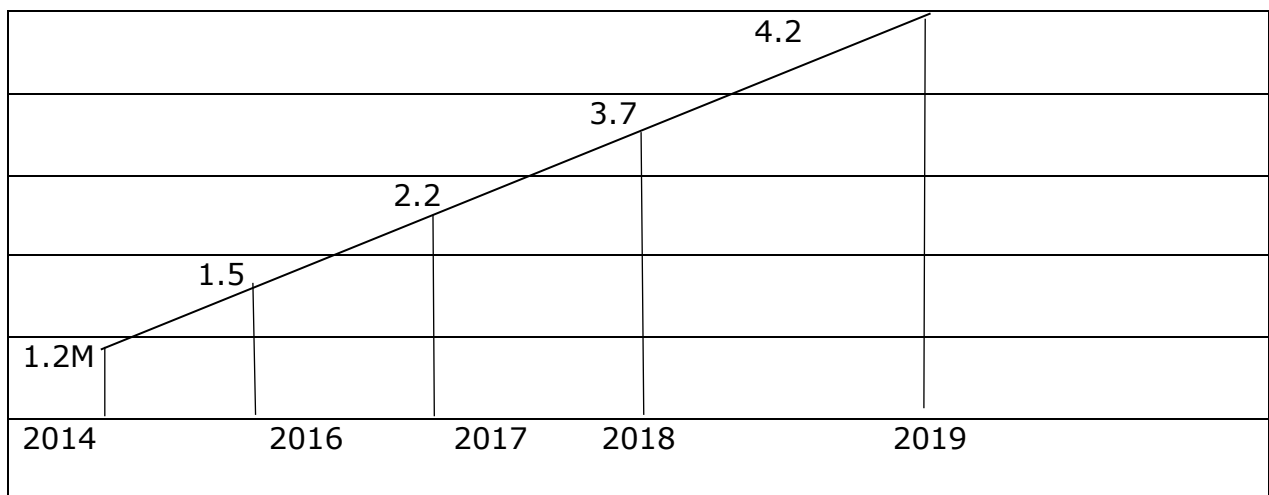
Distinguished for developing a qualified pipeline of 2 million AUD for business line in 2017

Won the largest new outsource service contract in volumable's history that later used as the managed-service flagship and Reference Company, these resources used for new pipeline of production.

20014/2016 incorporated two new fresh line of production.

2018 Gained Superior business development performer, Accomplishing 65% sales to budget from a zero-base in 24months of time.

2019- Break through sales in Pandemic with 4.2 million sales output



REFERENCE:

Personal and Professional References would be provided upon request.

DECLARATION:

I hereby declare that the details given above are true and correct to the best of my knowledge and belief.

Date:01 -08-2021