



SHAINDEV KUTTATH

SALES MANAGER / TEAM LEADER



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shaindevkuttath@gmail.com

EDUCATION

BACHELOR OF COMMERCE
(B COM)

DIPLOMA IN ELECTRONICS & COMMUNICATION ENGINEERING.

TECHNICAL HIGH SCHOOL LEAVING CERTIFICATE (ELECTRONICS)

KEY SKILLS

Customer Service

Team Management

Leadership

Interpersonal skills

Sales Management

Detail Oriented

Marketing Strategy

Negotiation Skills

Ability to Multitask

Time Management

Analytical & Critical Thinking

Sales and procurement skill

Relationship Building

Sales forecasting and analysis

Coaching & Mentoring

CAREER SUMMARY

Experienced and self-motivated Sales Team Leader with 15+ years of industry experience in the sales environment with a proven track record for increasing profits and exceeding targets. Well-versed in developing performance-oriented cultures devoted to continuous improvement and revenue growth. Results-focused leader with proven success in maintaining long-term growth. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, escalate revenue gains, and advance the sales cycle of the company. Effective communicator with excellent planning, organizational and problem-solving skills. Obtain the position of Sales Manager in a reputable company where I can utilize my leadership and sales skills to drive revenue growth and exceed targets.

WORK EXPERIENCE

SALES MANAGER.

| Aug 2023 – Present

BAB AL TAMAM FOOD STUFF TRADING LLC

Sharjah – UAE.

- Bab Al Tamam Food Stuff Trading llc. Is a newly launched company with a new brand called Tamam with wide range of categories.
- Tamam is having a big range of commodity and confectionary products and one of the leading and fast growing brand among upcoming active brands with different marketing activities.
- Leads a strong team and achieved One Million milestone in the first 6 months.
- Monitor and analyse sales data to identify opportunities for the improvement and optimize team performance.
- Train, coach and mentor team members to enhance their skills and achieve their full potential.

AREA SALES MANAGER

| 2018 Aug – 2023 Aug

DIAMOND MEAT PROCESSING LLC.

ABU DHABI AND AL AIN UAE

- Siniora and Al Masa are the two key brands and our brands can conveniently be found in most leading hypermarkets, supermarkets and grocery stores. In carrefours it is La fontaine and in Lulu as Lulu itself.
- Lead a team of 10 sales representatives to achieve sales targets and drive revenue growth.
- Develop and implement sales strategies to increase market share and customer satisfaction.
- Monitor and analyze sales data to identify opportunities for improvement and optimize team performance.
- Train, coach, and mentor team members to enhance their skills and achieve their full potential.
- Build and maintain strong relationships with key clients and stakeholders.
- Developed and implemented successful communication methods for

COMPUTER SKILLS

MS Word

Ms Excel

PowerPoint

Software

PERSONAL INFO

Nationality : Indian

Date of Birth : 11/12/1986

Sex : Male

Marital Status : Married

Location : Abu Dhabi , UAE

Visa Status : Employment visa

Driving License: Valid UAE License

PASSPORT DETAILS

Passport No : L9416239

Date of Issue : 03/06/2014

Date of Expiry : 02/06/2024

Place of Issue : Malappuram

LANGUAGES KNOWN

English

Hindi

Malayalam

Tamil

AREA SALES IN CHARGE

ABU DHABI POULTRY FARM

SWEIHAN REGION

| 2017 June – 2018 Aug

- Company is working with the prime motive to produce table eggs for the UAE market and had a product capacity of 50 million eggs per year.
- Managing the sales team at Abu Dhabi and Al Ain regions.
- Identify current and future trends that appeal to consumers.
- Ensure promotions are accurate and merchandised to the company's standards.
- Utilize information technology to record sales figures, for data analysis and forward planning.
- Planning and implementation of advertisement and promotional activities to increase volumes within stipulated budgets.
- Maintaining and improving relationships with the clients in a tactful manner in order to maintain the sales and service and settle the accounts.
- Achieving the desired Business Volume, Market share and penetration.
- Survey and study the market situation and the competitive activities.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.

SALES SUPERVISOR

RIDDHI SIDDHI GENERAL TRADING LLC

| 2015 April – 2017 April

- Managed the sales team at sharjah, Ajman and Northern emirates.
- Riddhi Siddhi General Trading LLC. Is the distributor of Parle biscuits and wide range of food products from India and different parts of the world.
- And also the distributor of VI-John & Karis which are the leading cosmetic brands.
- Respond to customer inquiries and complaints.
- Direct and supervise employees engaged in sales, taking inventory, reconciling cash receipts, or in performing services for customers.
- Monitor sales activities to ensure that customers receive satisfactory service and quality goods.
- Inventory stock and reorder when necessary

SALES SUPERVISOR

ARABIAN FARMS DEVELOPMENT CO.LTD

| 2013 May– 2015 April

- Obtained experience in Abu Dhabi market.
- Arabian Farms Development Co.Ltd. The distributors of SAHA eggs having a huge market share and one of the fastest growing FMCG company in UAE in the specified category with a strong marketing team.

KEY ACCOUNT SALES EXECUTIVE

ALMARAI COMPANY DUBAI

UAE,

| 2007 Nov– 2013 April

- Almarai is one of the world's largest dairy foods companies with a turnover exceeding 1.5 billion dollars in 2009.
- With more than 14000 employees throughout the GCC.
- Servicing more than 40000 retail outlets from 118 depots and still counting.

DECLARATION

I do here by declare that the above mentioned details are true and correct to the best of my knowledge, Information and belief.

SHAINDEV KUTTATH