MOHAMMED SHAHID.NK

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IT SALES & RESTAURANT MANAGER WITH MORE THAN 10 YEARS OF UAE EXPEIRENCE

Objective:

A Business Development- IT Professional with more than 10 years of experience in United Arab Emirates,
my core area is the development and implementation of strategic plans to ensure the growth of the company in a multi –
cultural environment. I am looking for such an opportunity to make the most of my training, aptitude and experience.

Professional Summary:

- ➢ Over 10 Years of Business Development Experience.
- ➢ Good Analytical, Problem-Solving, communication and interpersonal Skills.
- ➢ B2B and end user sales and operations experience
- ➢ Flexibility to Learn and Adapt to Different Work Situations.
- ➢ Team Player with a Strong Sense of Conviction and Commitment
- ➢ Identification of new business opportunities
- ➢ Customer Relationship/service Management

Professional Experience:

BITES & SIPS GROUP OF RESTAURANTS
 UMM AL QUWAIN, UAE   *(Feb 2019 –oct 2021)*
Designation**: Business Development Manager**

- • Devise and execute business development strategies to attract and acquire new clients
- • Analyze market trends and advise clients based on their requirements
- • Analyze information and prepared plans best suited to individual clients' requirements
- • Managing the store employees
- • Managing stock and cost controlling
- • Procurement and negociations with suppliers
- • Legal documentatiosn and public relation activities
- • Conducting events and promotions
- • Managing Social media and digital marketing
- • Implementing Lean concept

AIRTEL IT SOLUTIONS LLC Abu *Dhabi, UAE*   *(January 2016 to January 2019)*
Designation: **Business Develoment Executive cum Service Support.**

- ➢ Identifying new business relationships, clients, prospects and business opportunities for sales.
- ➢ Meeting key clients for the company introduction and product presentation.
- ➢ Generating prduct sales and creating leads and enquiries.
- ➢ Conducting Weekly Review meeting and report generation for all on-going and expected business
- ➢ Preparing Budgets & variance reports to the management

- Working closely for target achievement and on revenue forecasting.
- Maintaining proper relationship with clients, subcontractors and suppliers through proper on-time service.
- Developing and maintaining a proper database system for company, which includes the list and details of clients, various suppliers, subcontractors and various other resources.
- Retaining the Existing Clients by giving proper service and utilizing the current resources towards revenue generation.
- Assessing risk, asset class analysis, ratings and forecasts and rigorous benchmarking of the business environment.
- Identifying cross-selling opportunities and Preparing tenders for new businesss.

AIRTEL IT SOLUTIONS LLC   *Abu Dhabi, UAE*
Designation: **IT SUPPORT EXECUTIVE**   (*January 2009 to DEC 2015)*

- My work involves forecasting the IT requirements on a project**,** Procuring IT related products and consumables**,** Implementing and maintaining servers, network and client machines.,

- Routine work includes Installation / Upgrade of Network Software and Hardware peripherals including network printers**,** plotters**,** scanners etc**.** Installing and updating Antivirus**.**

- Undertaking troubleshooting of Network connectivity problems in day to day operations**.**
- (Physical layer interfaces and cabling standards)**.** Handling all the Hardware and Software problems**.** Perform Backup operation Functionexpansion.
- Maintaining and keeping upo-to-date Inventory system of all incoming and outgoing assets from datacenter.
- To ensure that only authorized personnel are allowed access to the data centers and report any attempted unauthorized access to the designated Security Officer
- To assist in monitoring the performance of all Computer Systems using tools and utilities
- To coordinate with Hardware Vendors and Engineers in the preventive maintenance and ensure that those are performed in a timely manner. Report such activities to the IT Operations Team Leader and System Engineers.
- To execute backup operations of all systems.
- Running and verifying daily/weekly/monthly backup jobs in Symantec Net Backup Server.
- Conducting vaulting process and daily Tape management

Academic Qualification		
Degree / Certificate	**University / College / Institute**	**Year of Passing**
IT certifications	▢ Cisco Certified Network Associate (CCNA) Certified ▢ Microsoft Certified system Engineer (MCSE) completed.	2009
B.A EConomics	Calicut University, M.A.M.O College	2007
+2-pre degree	subulusalam Higher Secondary School, Board of Higher Secondary, Calicut	2004

Personal Information	
Visa status	: Transferable
Passport Number	: P3453364
Nationality	: Indian
Marital Status	: Married
Driving Lisence	: **VALID UAE DRIVING LICENSE**
Date of Birth	: 07/05/1987
Languages Known	: English, Hindi, Malayalam, Tamil & Arabic

References Available Upon Request