

CURRICULUM VITAE

SHEIK IBRAHIM SHAMAZ

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Valid UAE Manual driving license holder



PERSONAL SUMMARY

An ambitious, highly motivated and energetic with excellent marketing, Sales and business development skills. Experience of managing sales and merchandising for established (IR) Independent Retail outlets, franchises and international brands. i.e.: Apple, Samsung, Huawei Lenovo, Nokia, Alcatel Etisalat & Du & Many more. A result orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 3 years Sales & marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

KEY COMPETENCIES AND SKILLS

Sales, Training, Business development, Brain storming, planning & execution, BTL & Ideas for the ATL activities, Promotions and Market Watch, Merchandising, Key account management

Job profile: VISHAWA SALES CORP , KARNATAKA , INDIA JUNE 2020 TILL DECEMBER 2021

SALES EXECUTIVE: – AREA SALES EXECUTIVE

Responsible for handling channel and business to business sales of Consumer Durables for Vishwa Sales Corp, for about a year in South India, providing marketing strategy to increase top line and bottom line of the company

- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales targets and executing them in a given time frame thus enhancing client.
- Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the sales call keeping all the major aspects in front and increased sales growth.
- Explains the operating features, warranties, paper work of product to the customer
- Responsible for assisting the marketing regional manager in planning schemes, selling products, and coordinating the promotional events
- Maintaining sales report and attending sales meeting and presenting the market condition and suggest promotional activities.
- Participating in sales expo to promote product sales and target institutional sales.

Job Profile: AXIOM TELECOM LLC April 2018 till DECEMBER 2019

SALES EXECUTIVE: – AXIOM TELECOM VAN SALES / Location: DUBAI, UAE

Responsible for IR Market & Sales a wide range of the Telecom products which included fast moving Telecom Products Sales, Dealer Service, Merchandising, Inventory Handling, Dealer Handling, forecasting market trends. Making sure products and services are supplied to Dealer on time. Following the Company SOP

- Following route plan to maximize sales & productivity.
- Ensuring all targets and objectives assigned by the Line Manager are achieved.
- Continuously communicating all stock issues, price fluctuations & competitor activities to the Line Manager and ARM
- Ensuring all Credit outstanding is collected in due time.
- Recommend and control credit limits of the Dealers
- Creating New dealer and updating the same to the Line Manager
- Increase the Sales by doing Maximum Distribution and Productivity
- Updating the Prices & Providing the best Service to the Dealer
- Ensuring the Productivity Targets are met by Brand /By category
- Strictly following the approved credit list & process given by the Management
- Keeping monitoring the Shelf share at the Dealer location

Job Profile: WORLD LINKS LOGISTICS SERVICES (P) LTD, MANGALORE, INDIA Aug 2015 to Aug 2017

Operations Executive

- Responsible for securing new customers and maintaining and developing existing accounts.
- Negotiate with the accounts as per price guidelines given, looking to maximize profits,
- Follow up on customer communications in a timely and professional manner
- Support Customer Service and work closely with Operations and Documentation on the execution of customer service contracts
- Arranging payment of freight and other charges or collection of payment on behalf of the client.

Training

- APPEARED THE TRAINING PROGRAMME OF “HUAWEI, SAMSUNG & NOKIA”
- ATTENDED THE PROGRAMME OF “SELLING SKILLS” BY AXIOM TELECOM
- ACTIVELY PART OF “THE LAUNCH OF ALL THE MAJOR TELECOM PRODUCTS” IN THE IR MARKET

Qualification Summary

- **NEBOSH/IOSH Ensign Safety Academy & Consultants Pvt Ltd**
- **Diploma in HSE/ FIRE & SAFETY Western Institute of Technology**
- **YENEPOYA Pre-University College**

Computer Skills

- MS Office: Word, Excel & Outlook Express

Personal Details

Date of Birth	:	28/08/1996
Marital Status	:	SINGLE
Nationality	:	Indian
Driving license	:	Yes Manual (DL no. 203311)
Languages Known	:	English, Hindi, and Malayalam
Visa Status	:	visit visa