



ANTO PREM

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EXECUTIVE SUMMARY

- ⇒ A dynamic professional with **13 years** of rich experience in **Sales and Marketing**.
- ⇒ Adroit in understanding client requirements customizing the plan & executing on the given stipulated period.
- ⇒ Versatile, multi-tasking and pro-active.
- ⇒ Adapt in devising strategies process for accurate marketing.
- ⇒ Demonstrated efficiency in boosting the sales & marketing.
- ⇒ Possess the ability to pin point business opportunities and plan develop and execute effective business strategies under challenging market conditions.
- ⇒ An effective communicator with excellent relationship management skills and ability to relate with people at any level of business and management and significant experience working with steering committees.
- ⇒ Possess excellent interpersonal, communication & organizational skills with proven abilities in time management, customer relationship management & effective crisis management.

AREAS OF EXPERTISE

Project Management

Strategic Planning

Project Implementation

Business Analysis

Client Relationship Management

Liaison

Team Management

- ⇒ Planning and establishing business goals, short and long-term budgets and developing business plan for the achievement of these goals.
- ⇒ Augmenting the channel to attain market depth and identifying suitable business partners based on company's parameters.
- ⇒ Planning, scoping, estimation, tracking & implementation of project plans within present budgets and deadlines and coordinating projects for the setup facilities.
- ⇒ Effective resource planning for optimizing man & machine utilization, reducing wastes for enhancing productivity and profitability.
- ⇒ Understanding client's problems & providing right information and also handling escalation.
- ⇒ Mapping clients concern & identifying improvement areas & implementing measures to maximize satisfaction levels. Ensuring continuous interaction with the clients to make sure that area of concern can be worked upon for improved service levels.
- ⇒ Market planning with team members to ensure efficiency in process sales and meeting of individual & group targets.
- ⇒ Evaluating training needs of the associates & conducting cost effective training programs to increase the productivity level.

ORGANIZATIONAL EXPERIENCE

Nov 2019 to Nov 2021 with Sea Pride LLC as Business Development Manager - Oman

- Analyzing business aspects in various departments and seeking opportunities for growth
- Monitoring changes in business data
- Interviewing staff about noticeable changes in their workflow or client relationships
- Assessing whether the business is ready to take on new growth
- Writing reports on findings
- Entering findings into spreadsheets
- Presenting findings to executives and other staff
- Contacting new clients in new markets to expand the business
- Fulfilling requirements for business deals and other business obligations
- Selling products and services provided by the business
- Financing business growth decisions by doing such things as obtaining loans, funding, and/or grants or finding the capital within the company's assets
- Marketing the company to potential clients, partners, and financiers
- Determining the value of financial decisions

Feb 2017 to Nov 2019 with Pipeline Supplies & Services Co WLL as Senior Sales Executive - Qatar

- Enhances sales staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; monitoring team members.
- Review existing orders, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as weekly report and sales review meeting.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

June 2012 to June 2016 with Al Ansari Group LLC as Sales Executive - Oman

- Accomplishes marketing and sales human resource objectives by segregating market, selecting, orienting, assigning, scheduling and disciplining; communicating sale expectations; planning, monitoring, appraising, and reviewing sale contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining system improvements; implementing change.
- Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
- Provides information by collecting, analyzing, and summarizing data and trends.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Nov 2008 to Nov 2011 with Bhatia Brother Supplies LLC as Sales Coordinator - Oman

- Maintaining and developing relationships with existing customer in person and via telephone calls and emails.
- Cold call to maintain relationship with potential customers to prospect for new business.
- Prompt Response through email and phone enquiries.
- Acting as a contact between a company and its existing and potential markets.
- Negotiating the terms and conditions of an agreement and closing sales.
- Gathering market and customer information.
- Negotiating on price, delivery and specifications with suppliers.
- Challenging any objections with a view to getting the customer to buy.
- Recording weekly sales and order information marking a copy to superior.
- Reviewing sales performance, aiming to meet or exceed target.

SKILLS

Marketing Strategy, Market & Competitor Analysis, Client Relationships, Territory Management, Team work & Management, Negotiation, Generating Leads, Quick Learner, Presentation Skills, Self-Motivated.

PRODUCT KNOWLEDGE

Oil & Gas sector – Carbon Steel/ Stainless Steel Pipes, Forged, Butt-weld fittings, Flanges, Valves, Plates, Steel structural, and Super duplex products, Pressure Gauges, Bentonite, Drilling salt, Drilling compound, Storage Compound etc.,

Chemicals – Surfactants, Corrosion inhibitors, Marine, Industrial, Water treatment process etc.,

Consumables – Welding Electrodes, Welding Machine & Consumables, Cutting Disc, Grinding Disc

Personal Protective Equipment – Head, Ear, Eye, Body, Respiratory & Industrial safety protection products

MEP sector – Pipes, Fittings, Flanges, Valves, Pressure Gauges, Thermometers etc.

Blasting Abrasives – Garnet, Copper slag, Steel slag, Steel Grits & Shots, Blasting pot, Airless Painting Machines & Accs.,

EDUCATION

Master of Business Management from **National Institute of Business Management**

Specialization: Oil & Gas/ Hydraulic, Pneumatic, Automation and Marketing Management

Bachelor of Business Management from **RJS Institute of Management Studies, University of Bangalore.**

Specialization: Marketing Management

PERSONAL VITAE

Father's Name	:	Mr. Antony
Date of Birth	:	06th January 1983
Nationality	:	Indian
Passport No.	:	J 9705348
Languages known	:	English, Hindi, Tamil, Malayalam & Kanada
Hobbies	:	Gardening, traveling, news.

Place: Chennai, India

Date:

(A.Anto Prem)