

## ABDUL RAHIM AA

Revenue Accelerator: Sales & Marketing | Business Expansion | Key Account Management | Sales Planning

Decisive, strategic and performance-driven professional; offering experience in achieving business growth objectives by identifying new opportunities and maximizing competitive strength for long-term success.

### CONTACT



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Chennai

### CORE COMPETENCIES

- Business Development & Growth
- International Business/Sales Generation
- Sales & Marketing/ Strategic Planning
- Revenue Generation/Profit Maximization
- Client Acquisition & Retention (B2C)
- Decision-making Support
- Team Management & Performance Enhancement

### SOFT SKILLS

- Leader
- Negotiator
- Team-manager
- Target Driven
- Analytical
- Adaptive
- Interactive/Communicator
- Solution-focused
- Detail-oriented

### INTERNSHIP

Feb-12-Apr'12: Sattva CFS & Logistics Pvt. Ltd. as Logistics Executive

- Coordinated with the Import and Export desk & assisted in stuffing & de-stuffing Operations
- Supervised import/export warehouses & verified documents in accordance
- Assisted clients with container tracking

### PROFILE SUMMARY

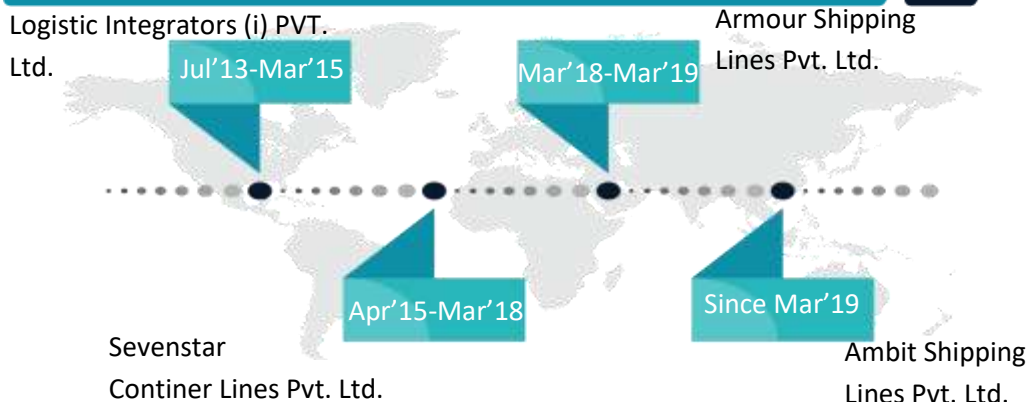
- Achievement-oriented professional with **8 years** of experience in managing various functions to deliver positive outcomes in terms of growth, revenue and market share in the Industrial Market for **leather, pharmaceuticals, and perishable goods**
- Currently working with **Assistant Manager - Sales & Marketing for Ambit Shipping Lines Pvt. Ltd.**
- **Key Performance Index & Growth Strategies:**
  - **Growth facilitator** with success in setting strategies to drive sales and amplify business margin in **leather import & export**
  - **Customer-centric professional** recognized for overachieving **volume growth in annual customer on-boarding**
  - **Key strategist** with a track record of boosting profitability
- **International Business**
  - Channelizing business development for markets expanding in Asia (China, Hong Kong, Indonesia, Qatar), Europe (Germany, Italy, Luxemburg), and Africa
- **Stakeholder Management**
  - Credited for closing deals, establishing **HNI clients** with excellent levels of retention & loyalty
  - Bridged communication gap, and conducted **cross-functional coordination** for overall **process improvement**; delivered transformational change in overall functions
- **Interpersonal Skills**
  - Excellent people manager with strong skills in leading & mentoring teams, to work in sync with set parameters to achieve business goals

### EDUCATION

2013  MBA (Logistics & Shipping) from Vel's University

2011  Bachelor of Computer Application in The New College, Chennai

### CAREER TIMELINE



## SIGNIFICANT ACHIEVEMENTS



Appreciated for imparting knowledge trainings, skill-development sessions, mentoring & motivation programs that led to holistic development and performance improvement as a team



Recognized for strategically implementing remedial measures that plugged-in loopholes in sales pipeline to and augment revenue/pofitability

## WORK EXPERIENCE

Ambit Shipping Lines Pvt. Ltd., Chennai as Assistant Manager – Sales & Marketing

Since Mar'19

Armour Shipping Lines Pvt. Ltd., Chennai as Assistant Manager – Sales & Marketing

Mar'18-Mar'19

Sevenstar Container Lines Pvt. Ltd., Chennai as Assistant Manager – Sales & Marketing

Apr'15-Mar'18

Logistic Integrators (i) PVT. Ltd., Chennai as Sales & Marketing Executive

Jul'13-Mar'15

### Key Result Areas:

- Achieving targets for new and existing services; meeting annual sales target; improving net order intake
- Driving sales and business development functions with a focus on achieving predefined sales targets and growth
- Expanding business in the assigned areas and consistently improved profitability market share of the company
- Supporting senior management in designing business expansion strategies and developing business cases using customer & market feedback; implementing robust account plans with complex customers
- Rendering assistance in the development of new business and retention of customers
- Interacting with customers on a regular interval, analyzing needs and addressed problems/ issues; acting as a trusted partner to them to generate customer satisfaction and regular shipments; maintaining a long-term relationship with Customers in **International Market**
- Maintaining tight budget control over expenditure
- Working with the internal team about campaigns; communicating client requirements to operations staff
- Performing regular business reviews with clients and responded to their queries
- Conducting extensive research & analysis to understand competitor activities, business expansion opportunities, customer demands, & gaps
- Managing quotes pricing, promotions and negotiations; conducting cross-functional coordination with multiple teams for overall sales improvement
- Leading a team of 3 resources and ensuring performance improvement through site training, demonstrations, and knowledge transfer sessions

## PERSONAL DETAILS

**Date of Birth** : 7<sup>th</sup> October 1989

**Languages Known** : English, Tamil, Arabic, Hindi, and Malayalam

**Address** : Chennai, Tamil Nadu

**Passport Details** : M4223892 valid till 10/12/2024