

ROBERT JEEDI



Contact

Address:

Flat 202 Al Tamam Building 11, Near
AZCO supermarket, Burdubai

Phone:

+971 589461160

Email:

robertjidi@gmail.com

Languages

English – Professional
Hindi- Professional
Marathi- Professional
Telugu – Beginner

Education:

Master Degree- Masters in
International Business- Bangalore
(India)

Bachelor's Degree – Bachelors of
Commerce- Nagpur (India)

Career Objective

Seeking a challenging and rewarding career in a diverse environment where my strong work ethic, education, and expertise can be used to help promote the mission, exceed team goals and to be driven to apply a strong work ethic and motivational skills to achieve goals, employee and customer satisfaction.

Skill Highlights

- Inside Sales
- Key Account Management
- Channel Sales
- International Sales
- After Sales Assistance
- Logistics operation
- Customer Relations
- Solution Selling

Experience

Inside Sales - 07/2018 – 06/2020

Cibes Lift MENA DWC LLC, Dubai (UAE)

- Contribute to overall customer satisfaction by promptly answering emails, calls & handling their queries
- Serve as a single point of contact between manufacturing unit/factory & all our channel partners/distributors in MENA region
- Responsible for handling all the RFQ's received from distributors.
- Handling logistics operations- Coordination with the logistics team & factory for shipment transport
- Responsible for submission of PI, tax invoices & SOA to all distributors.
- Co-ordination with accounts team for payment updates & payment recovery follow-ups.
- Maintain database, reports necessary for sales team for review.
- Keeping record of stock at our Dubai warehouse.
- Responsible for all after sales queries, Warranty claims, Spareparts quotes.

Sr. Business Development Manager- 09/2017 – 05/2018

Goldinvest Trading FZCO, Dubai (UAE)

- Development of strategies & sales plans with the Management team.
- Conduction meetings with the prospective companies/individual into trading & gold selling.
- Creating channels & network with Seller mandates & intermediates to generate more Gold sellers & Mining companies.
- Visiting associate gold refineries & executing the orders correctly
- Relationship Building with all the key accounts of the company.
- Networking with the existing clients & maintain business relationship with them & associate partners

Sales Manager- International Business- 03/2014 – 09/2017

Sankalp Computer & Systems Pvt. Ltd, Pune (India)

- Leading the sales team to achieve the required sales targets. In charge of maintaining the Client relationship for existing and new clients & generating revenue from Export Sales.
- Maximizing sales performance through delivering exceptional client experience.
- Targeting top prospect, identifying client solution, negotiation and closing.

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- Develops and implements strategic marketing plans and sales plans and forecasts to achieve corporate objectives for products and services.
- Calculate sales forecasts for each product on monthly basis. Prepares periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.
- Trained new members in team and monitored the performance of each individual on monthly basis to fulfill overall objective of company.
- Conduct presentations and demonstrations with prospective clients and high level executives.
- Manage relationships with business partners and Maintain and expand relationships with existing clients.
- Requirement gathering, discussion with Business Analyst on client's requirement.
- Competitor analysis, new updates and trends in market.
- Coordinates the resolution of momentum business issues raised by the customer resulting in increased customer satisfaction.
- Maintain a current knowledge of competitor's products and identifies strengths and weaknesses compared to Sankalp's Product Line.
- Networking with existing customers in order to maintain links and promote additional products and upgrades

Sr. Channel Sales Executive- 07/2013 – 03/2014

Falcon Exim Pvt. Ltd, Pune (India)

- Contacting the Clients.
- Advises Channel Partners, and clients concerning sales
- Arranging Product Training and Awareness Programs
- Presentations.
- Cold Calling
- Building Dealer network and relationship Building.

Marketing Executive- 06/2012 – 08/2013

Ram Computers, Ballarpur (India)

- Responsible for coming up with the New Ideas for increasing the Sales of the company. Revenue Generation was the major target.
- Maintaining Records of the clients
- Presentations to the clients about packages
- Resolving queries of clients
- Closing Deals.

I hereby declare that all the above is true to the best of my knowledge and can be supported with documental proof any time required.

Date: -

Place: Dubai

Robert Jeedi