



Mufeed Abbas Hyder

Mobile: +971504682336

E-mail: mufeed5599@yahoo.com

CAREER OBJECTIVE

To gain employment with an organization that offers me
A consistently positive atmosphere to learn and
implement new ideas for betterment of the organization.
Use my skills in the best possible way for achieving the
organization goals and tackle errors in an effective and
creative manner in a challenging way.

Strength

Able to work under tight schedule
Organization & coordination skills
Expertise in Sales & Marketing
Development & Strategic Planning
Can deal with multicultural clientele

ACADEMICS

Bachelor of Business Management (SDM)	2015-2018
Pre-university (Milagres College)	2013-2015
High School (Milagres High School)	2003-2013

EXPERIENCE

Dukkantek DMCC

(Sales Manager E-commerce/Internet)

(September 2020- Present)

- **Managed all emirates sales and product supplies**
- **Hiring and training the sales team and managing of 11 members**
- **Participated in meetings with CEO and Co-founders of company in weekly basis**
- **Targeting all the major stores across all the district in 7 emirates**
- **Secured sales target by building successful team**

- Exceeding sales goals and improve profits
- Conducted market research of all emirates
- Streamlined new market entry process

DU Telecom, Dubai (Sales & Marketing)

(march 2020 - September 2020)

- *Drove sales by qualified lead*
- *Kept management informed about area activities and significant problem*
- *Prepared daily weekly and monthly sales forecast*
- *Generating leads by cold calls, referrals, outdoor marketing, tie-ups with real-estates.*
- *Exceeding weekly and monthly target*

Mercedes Benz, India (Direct Selling Agent FL)

(April 2018-December 2019)

- Selling both new and old cars
- Financing the cars providing best loan option
- Talking to customers to understand their requirement
- Discussing about latest features and options vehicle to clients in simple terms
- Explaining vehicle depreciation to customers

PERSONAL DETAILS

Nationality : **Indian**
 Age/DOB : 23, 15/7/1997
 Religion : **Muslim**
 Languages : English, Hindi, Urdu, Malayalam, Tamil, Tulu, Kannada.
 Visa Status : *Cancelled.*
 Driving License: *UAE Automatic*

I do here by declare that all the above-mentioned particulars are true to the best of my knowledge and belief.

Place: Dubai
 Date: 10 June 2021

Mufeed Abbas Hyder