Mahmood Thoombath

RC3-2C

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 **Career Objective:**

 Seeking a challenging Senior position in a reputable and dynamic organization utilizing my vast experience in gulf, strong interpersonal and professional skills with a wellestablished organization with stable environment that will lead to a lasting relationship in the field of Sales and Marketing.

 **Summary:**

 • Since 1990 2018 .Experienced in Sales and Marketing of Photographic, DigitalImaging and Storage Media - Products and Accessories.

 • 30+ Years of experience in Consumer Products and Retails Sales.

• High degree of proficiency in handling Arabic speaking clients

• Professional Experience

• Regional Sales♣ & Marketing Manager – Ahmed Abdul Wahed Trading Co. Eastern and Central Region, Saudi Arabia (1990 to 2018) [www.abdulwahed.com](http://www.abdulwahed.com)

 **Major Role and Responsibilities:**

 • Manage Sales and generation of target revenue within the designated territories Target potential customers from all Sector(including Government & Semi-Government) Bid Submission and Coordination•

 •To oversee the day-to-day functions of Sales Team

 • Review Sales trends, seasonality, sales forecast and recommend inventory ordering level

• Conduct Weekly/Monthly/Quarterly Performance review of each Sales Consultant

• Establish/Implement/Monitor Sales Targets for each Sales Consultants

 • Motivate Sales Team with techniques, marketing strategic, training and support

• Prepare time-to-time Special Offers for Corporate Clients(Hyper Markets• & Superstores) Negotiation before signing deal with major client and Handle Client Dispute

• Manage advertising as required and Organize product launch

•Customer Relationship Management by conducting Seminars and Exhibitions

 •Market Research and Report on Quarterly Sales performance

**Product Handled:**

• Konica Minolta - Photo printing machines, paper and chemicals

• Nikon – Professional DSLR Camera and Accessories

 • Sandisk – Storage Media and multimedia products

• Samsung – Digital Camera and Mp3 Players

• Transcend Storage and IT Products

 • Siemens Gigaset Codeless phone

 • Epson - Big format Inkjet Printers and Inkjet Papers

 • Other Brands – Consumer Photographic Products and Accessories

 **Sales Executive** :

 Copatra Graphics (1984 to 1990)♣ Jeddah, Saudi Arabia [www.copatra.com](http://www.copatra.com)

 • 6 Years Sales experience in Amateur Photographic Products and accessories.

•Products Handled: AGFA Photographic Printing papers and chemicals

 **Core Competencies**

 •Ability to lead strategic planning, results based management and reporting.

 • Capability to lead the formulation and monitoring of management projects,• budgets, HR development and develop them to achieve targeted objectives.

•Capability to build strong relationships with clients and responds positively to• feedback

• Consistently approaches work with energy and a positive, constructive• attitude

• Demonstrates openness to change and ability to manage complexities.

• Ability to lead effectively, mentoring as well as conflict resolution skills.

 •Stress resistant and able to work under pressure. Proven networking, team-building, organizational and communication skills

•Ability to participate effectively in a team-based and cooperate with others.

• Willingness to accept additional responsibilities.

• Creative Problem Solving and Analytical Thinking skills.

•Committed to the highest work ethics in-line with overall corporate vision & objectives

 **Education and other skills**

 Diploma in Chemical Engineering•

IT Skills: Microsoft Office, Windows Operating System•

 Languages known: English, Arabic, Malayalam and Hindi•

Other Details

 Sex: Male•

 Marital Status : Married•

Date of Birth: 1st June 1961•