

MOHAMMED HUSSAIN NISAR KARDAME



EXPERTISE

Sales Management

Retail Sales & Marketing

Product Positioning & Branding

Customer Focused Sales Strategies

Executive & Creative Team Leadership

ACCOMPLISHMENTS

Eurostar Communications LLC:

Received Certificate of Completion of "Effective Management Techniques" From Al Futtaim Training Center in August 2008

Received Certificate for Managing A Successful Sales Team In 2007

Awarded Certificate for "Sales & Service Excellence" In 2006

Successful In Holding #1 Position For 12 Consecutive Quarters Among 12 Stores

Jumbo Electronics CO LTD:

Awarded Certificate from SONY for achieving product target (Sony Plasma TV and Projectors) during DSF 2002.

Awarded Appreciation Letter for achieving ROWA TV Sales Target in Nov 2002

LANGUAGES KNOWN

English | Hindi | Arabic

Urdu | Marathi

EDUCATION

Bachelor of Commerce (DEC 1998)

UNIVERSITY OF MUMBAI

IT FORTE

Diploma in computer Management with MS Windows, MS Office (MS Word, MS Excel, MS Power point) and Fox pro (MAY 1999)
DATAPRO INFOWORLD LTD.

PERSONAL DETAILS

Date of Birth : 24th Jan 1975
Marital Status : Married
Children : 03
Driving License : Dubai & Mumbai
Passport Num : P196983 valid through 2026
Phone : +97156 3044938
Email : mhdhussi24@gmail.com

PROFILE

A dynamic professional with 18+ years of rich experience, including 10 years of wide expertise in Retail Sales Management, Marketing / Revenue, Business Planning/Development & Business Operations with key focus on top line profit.

Ensure optimal utilization of resources.

Drive corporate growth, profitability and value: Drive corporate development through sound operational transactions. Identifying underlying risks, deficiencies and opportunities that others missed.

Executive & Creative Team Leadership.

PROFESSIONAL EXPERIENCE

FREELANCE SERVICES AND OWN BUSINESS | FROM March 2019— Till date

Online Sales, Marketing and Execution of Sales Orders and Services

Commodities Trading Management

Commodities include Perishable and Non Perishable Food Products

Identifying and approaching new prospective customers through networking, references and word of mouth recommendations

SAHM AL MAJD GENERAL TRADING LLC | FROM Nov 2016 to Dec 2018

Business Development Manager — General Commodities & Consumer Electronics

Business Development: Identifying new customers and responsible for the development Manager and procure commodities at best available price in the market to enhance resale margin.

Internal Coordination: Coordination with Internal customers from Service Delivery, Implementation, Legal and Business finance to ensure the necessary inputs are delivered to the customer during the sales cycle.

EUROSTAR COMMUNICATION LLC (U.A.E.) | FROM Feb 2004 to Feb 2016

Sales Manager — Satellite Equipments | Consumer Electronics | Home Appliances

Business Development: Identifying new customers across MENA region and responsible for the development of the sales strategy.

Create and maintain relationship with major overseas customers from the MENA region (Qatar, Ethiopia, Somalia, DRC, Djibouti) by informing them of new arrivals, inviting them exclusively for previews, product presentations. Sourcing products at the best possible price in order to maximize the profit margin.

In charge of procurement, negotiating contract terms with local suppliers and authorizing local purchase orders for 3 showrooms.

Handling Escalations: Ensures all the escalations from customer during delivery/implementation/sales cycle are closed as per norms. Maintain stock level and conducted analysis of the sale turnover by category. Analyze all the KPI'S of the stores and focusing on the area which requires attention on a day-to-day basis.

JUMBO ELECTRONICS CO.LTD. (U.A.E.) | FROM Nov 2000 to Dec 2003

Sr. Sales Executive - Consumer Electronics | Home Appliances | Mobile Phones

Selling consumer electronic products to walk in customers and through marketing activity i.e., flyers/ mailers/telesales, generating leads for Office automation, AV & Digital Camera products.

To achieve monthly/quarterly set targets by management.

Interacting with clients on one-to-one basis and giving demonstration for individuals and groups about the products.

Adhere to standards of quality customer service at all time.