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Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Sales & Marketing/business Development Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B.sc	Mumbai University	2009	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Field Sales Executive/sales Executive	Solyman Services (Uk) Ltd	United Arab Emirates	10/2009	03/2015

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

ADDITIONAL INFORMATION

- Computer skills
? Average programming knowledge with Good Technical Knowledge in Hardware & Networking.
? Functional knowledge of Outlook Express & Lotus Notes, ERP.
- Personal skills

- ? Ability to work in a team environment.
- ? Initiative and desire to excel.
- ? Capability to supervise the work of others.
- ? Curious to learn New things.
- ? Innovative thinking.

Additional Information :

Generate more leads.

- ? Improve Customer Service & Relation.
- ? Optimize Workflow & Prioritize work.
- ? Develop & manage annual operating budgets for Saudi Arabia & UAE office.
- ? Monitor & Analyze Sales budget on monthly basis.
- ? Manage Key account customers.
- ? Negotiate on prices & offering discounts wherever necessary.
- ? Plan & Organize area wise sales meetings.
- ? Prepare Sales overview & forecasts on quarterly basis.
- ? Managing & assisting Purchase & Logistics team in minimizing risk.
- ? Maintain Credit facilities to customers depending on their annual sales/projections.
- ? Mentored, Coached & Trained new team members.
- ? Maintain good relation with suppliers from around the globe.
- ? Organize team meetings on weekly basis.
- ? Arrange online product training session from supplier on regular basis.
- ? Prepare Monthly sales highlights, Customer status reports, Project reports to management & suppliers like Merck KGaA, Vivimed Labs, Wilmar etc.

Core Accomplishments

- ? Co-managing, implementing company budget in excess of \$5 million.
- ? Successfully achieving yearly sales budget.
- ? Increase Stock n Sell business by 25% annually by adding new accounts in the assigned territory.
- ? Managing portfolio of 20 Key Accounts & 30 General accounts totaling \$2.8 million in sales & generating additional revenues by managing timely purchase.
- ? Promoted from Sales Coordinator - Jr. Sales Executive - Field Sales executive in 5 years of employment.

Skill Highlights

- ? Supporting International Sales team
- ? Key Account handling
- ? Business Negotiations
- ? Market research & analysis
- ? Project management
- ? Sales force training
- ? Order processing & execution