

# Mohammed Salman Zubair

## Channel Sales Management & Business Development Professional

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Dubai, UAE || Visa Status: Visit Visa –Valid till: 06.03.2022 || Availability: Immediate



### SUMMARY OF PROFILE

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- Competent, diligent & result oriented professional, with an experience of 10 years in Sales, Service Marketing, Team Handling, Target Achievements, Motivating and Office Administration.
- Adept in managing business operations with focus on top-line & bottom-line performance and expertise in determining company's mission & strategic direction as conveyed through policies & corporate objectives.
- Designed innovative sales strategies to ensure deeper penetration, customer loyalty and brand presence, thereby bringing in substantial growth in revenues.
- Contributing to the success by managing, reviewing and undertaking appropriate sales & marketing strategies, New Customer Development & brand awareness programs for enhancing the visibility of the products.
- Dedicated, hardworking and focused individual, with proven learning and problem solving abilities and well developed skills and ability to perform multi-tasks; Quick learner, innovative and adapts easily to new situations.

### CORE COMPETENCIES

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|----------------------------|------------------------|-----------------------|
| • Sales & Marketing        | Business Development   | Operations Management |
| • After Sales Service      | NewProduct Development | Product Launch        |
| • Channel Sales Management | Client Relationship    | Team Management       |
| • Relationship Management  |                        |                       |

### PROFESSIONAL EXPERIENCE

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#### Area Sales Manager (Marketing Manager)

11-2017 to 06- 2020

Build-On Constructions Private Limited, Gulbarga Karnataka

- Achieving the plots selling targets.
- Managing the Customer Service Delivery.
- Conducting the sales promo activities.
- Initiative for the executive retention

#### Area Sales Manager

01-2017 to 05-2017

Store King, Local Cube Private Limited, Gulbarga, Bidar and Yadgir Karnataka

- Achieving the revenue targets.
- Managing the distribution and the Customer Service Delivery.
- Initiatives for the RSOs retention.
- Conducting the sales promo activities.
- Distribution Management
- Appoint The New Business Partners

**Territory Sales Manager****09-2014 to 01-2017**

Bharti Airtel limited, Yadgir District (Complete) Karnataka

- Handling Channel building, Sales and Business Development within a team & drive on-field sales.
- Analyzing the marketing trends and tracking competitors' activities and providing valuable inputs for product enhancement and fine tuning sales & marketing strategies.
- College, Engineering College, Dental College and Degree College's.
- Create a new Customer Bank Accounts with Cash In.
- We are Drive bundle FRC's and Bundle RC's and strongly Derive in market.
- We are launch 3G & 4G network, promote 4G Bundle Sim Cards in all the College's with Gazebo Activities.

**Territory Sales Officer****10-2012 to 08-2014**

Metro Developers Real Estate Private Ltd. Gulbarga

- Achieving the plots selling targets.
- Managing the Customer Service Delivery.
- Conducting the sales promo activities.

**Territory Sales Executive****04-2012 to 08-2012**

Uninor Unitech Private Limited Bijapur District, Karnataka

- Handling Channel building, Sales and Business Development within a team & drive on-field sales.
- Analyzing the marketing trends and tracking competitors' activities and providing valuable inputs for product enhancement and fine tuning sales & marketing strategies.
- Managing the professionals engaged in sales functions, providing technical guidance to the Sales Team while setting performance parameters, deadlines & work delegation for them & providing them various accolades to motivate them on regular basis.
- Maintaining timely MIS & database reflecting the trends & developments of the company regarding sales, business development, vendor reconciliation, etc. for budgetary & strategic review to enhance the business of the company.

**Rural Sales Officer (RSO)****10-2010 to 11-2011**

Tata Tele Service Limited .Gulbarga Karnataka

- Achieving the revenue targets.
- Managing the distribution and the Customer Service Delivery.
- Initiatives for the DSE s retention.
- Conducting the sales promo activities.
- Distribution Management.

**Rural Sales officer (Off Roll)****05-2010 to 10-2010**

Bharti Airtel Limited. Shorapur Head Quarter, Yadgir Karnataka

- Achieving the revenue targets.
- Managing the distribution and the Customer Service Delivery.
- Initiatives for the DSE s retention.
- Conducting the sales promo activities.
- Distribution Management

## ACHIEVEMENTS

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- Received award for Best Executive in Revenue Growth.
- Successfully increased Recharging Ret Outlet from 300ol to 510ol.
- Exceptional Contribution in the FY 2014-2015
- Best TSM Tertiary Growth FY 2015-2016
- Exceptional Contribution in Gulbarga Tiger Contest Month of August 2016
- Heights CMS Growth (3% Urban) in Karnataka 2015-2016(Mar to Mar)

## EDUCATION

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Master of Business Administration in Marketing Punjab Technical University	2012
Bachelor of Commerce Bangalore University	2009

## PERSONAL DETAILS

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Date of Birth	:	20-July-1984
Nationality	:	Indian
Religion	:	Islam
Marital Status	:	Married
Languages Known	:	English, Hindi, Kannada and Urdu
Home Address	:	Gulbarga Karnataka

## PASSPORT DETAILS

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Passport Number	:	M6380451
Place of Issue	:	Bangalore
Valid till	:	23.02.2025

## PERSONAL DETAILS

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Vehicle Type	:	Light Motor Vehicle (LMV)
Place of Issue	:	India
DL Number	:	KA32 20140005411
Valid till	:	24.03.2034