



Mohammed Sajid Ahmed

Business Sales Manager

Professional Goal

I am on a strong pursuit for senior Level Managerial assignments in Sales & Marketing or under Business Development, with an organization aiming for a constant growth.

Cover Letter

I am a dynamic professional with 28 years of experience in Strategy Planning & Management, Sales & Marketing, Business Development and in Key Account Management & Team Management. I possess wonderful business acumen. I am a keen planner, strategist and an implementer with demonstrated abilities in devising sales & business related activities and accelerating the organisational growth. I possess an exceptional track record of achieving the projected targets, building dynamic sales teams & identifying high-yielding services and products during my career span. I am an effective communicator who can build long-lasting and good relationships. I also possess strong analytical and problem solving abilities.

I have worked with major companies like, Texas Engineering, Trading & Contracting as Executive Manager & Head Trading, Cosmo Granites Pvt Ltd as General Manager – Sales & Ops, Indiaproperty.com as Regional Head –ROTN/Mumbai, Johnson Pedder Pvt Ltd by Area Manager (Channel Devp), Zenith Computers Ltd (Computers & Allied Products) as Area Manager (Channel Devp) and Forbes Ltd (Vacuum Cleaners Division) as Sales Representatives.

Over the course of my occupational journey, I have gained exceptional skills that include, PR & Negotiation skills, Key Account Management, Leadership Skills, Product Management, Marketing Strategies, Team Management, Strategy Planning & Management and Sales & Marketing/ Business Development.

I am self motivated and also possess good leadership skills. I am flexible with time and I aim to maintain the perfect time frame.

Get in touch!

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Anakaputhur, Chennai
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Personal Details

Date of Birth:

20th September 1964

Marital Status:

Married

Languages Known:

- Urdu
- Tamil
- English
- Hindi

Work Experience

General Manager - Sales & Ops (September 2014 - Current)

K K Empire Homes Pvt Ltd.

Executive Manager & Head Trading
(February 2012 - July 2014)

Texas Engineering, Trading and Contracting W L L (MEP & Trading Division)

General Manager in Sales & Operations
(February 2010 - February 2012)

Cosmo Granites Private Ltd & Allied Products

Regional Head – ROTN/Mumbai
(February 2007 - January 2010)

Indiaproperty.com

Area Manager - Channel Development
(October 2001 - February 2007)

At Johnson Pedder Pvt Ltd (Sanitary ware & Bldg Materials Division)

Area Manager - Channel Development
(May 1994 - October 2001)

Zenith Computers Ltd (Computers & Allied Products)

Sales Representative (August 1992 - May 1994)

Eureka Forbes Ltd (Vacuum Cleaners Division)

Qualifications

Masters Degree in Business Administration (MBA) -
Marketing from Annamalai University, Chidambaram
(Correspondence) from 2011 to 2013.

Diploma in Pattern Maker -

GOVT I.T.I, Chennai (Technical Board, Tamil Nadu Government)
in 1985.

Bachelors Degree in Art (BA) -
Chennai University in 1989.

Responsibilities

- Overseeing the operations of current and upcoming projects.
- Creating JV between the company and the customers for new projects.
- Visiting the sites for the fast completion of the projects.
- Negotiating with suppliers.
- Responsible for industrial homes, flats and lands' sales.
- Participating in exhibitions, social media and in other promotional, sales & awareness activities.
- Creating & developing channel network in Tamil Nadu.
- Leading the sales team in achieving their given targets.
- Enhancing visibility of the brand through primary, secondary, & direct marketing activities.
- Conducting Road shows and seminars.
- Participating in several IT Expo for creating awareness.
- Training & Updating in helping the channel partners/sales team in improving the sales. Developing the semi-urban market and the market.
- Collecting competitors, marketing information's and suggesting steps to achieve growth and market presence.
- Leading the sales team and supporting staff.
- In charge of planning dept that involved business analysis, identification and sourcing of new and emerging markets.
- Monitoring the marketing team.
- Meeting all the companies' executives on regular intervals for proper display of their products, pricing updates and demanding promotional activities from them for better results.

Achievements

- Proposal for Granites and Marbles in Pipeline for Meshreib Heart of Doha and Barzan II Projects is under process.
- Proposal for joint venture with a few leading companies in Qatar is underway for granites and marbles business.
- Negotiations are underway for ITC Chennai for Duravit and Vescom products.
- A big order has been taken for LED Lighting from Dr.MGR University.
- Was responsible for improving the trading division by roping in granites order from India.
- Successfully completed and handed over our scope of work Electrical to Algerian Embassy.
- Projects worth 4.2 crores for Sun Network has been finalised and the payment has been received.
- L&T Manapakkam project worth 4 crores has been finalised and the payment received
- Allied Products worth 25 lacs order has been collected from Hotel Project at Pondicherry. Was responsible for making the south India market as one of the strongest market.
- Was responsible for making Mumbai market as one of the strongest market.
- Increased south India's contribution from 1.25 crore to 5 crores.
- Achieved No.1 position in sales all over India during 2007-2008.
- Achieved No.2 position in sales all over India during recession period (2008-2009).
- Successfully established the channel business throughout Tamil Nadu for effective sales.
- Huge volume of business generated from Dealers and Distributors.
- Successfully established the business from various constructions company.
- Was awarded the best Area Manager in the year 2005.
- Won many awards from Dealer/Distributors for efficient work.
- Received best Area Manager Award for 2 consecutive years for achieving the targets.
- Huge volume of business generated from corporate Like TVS group Murugappa group, Henkel spic, Macmillan, Harita Infoserve, TVS Hosur, Sundaram Clayton and institutions like Crescent Engineering College, SERC, and Anna University and from Govt Sectors.
- Huge volume of business generated from TNEB (Tamilnadu Electricity Board) worth 2.5 crores across the length and breadth of Tamil Nadu.
- Awarded the best Manager for 3 consecutive years.
- Sponsorship to various social/cultural activities to promote sales and brand image.
- Successfully established the channel business throughout Tamil Nadu for effective sales.