



# MOHAMMED GOUSE DHARWAR

## Sales Team Leader

### PROFILE

A highly motivated and ambitious individual able to give timely and accurate advice, guidance, support and training to team members and individuals. Possessing excellent management skills and having the ability to work with the minimum of supervision whilst leading a team of twelve or more. Having a proven ability to lead by example, consistently hit targets, improve best practices and organise time efficiently.

Now looking forward to a making a significant contribution as a team leader with a company that offers a genuine opportunity for progression.

### CONTACT

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### HOBBIES

Bike riding

Playing foot ball

Listing to music

### EDUCATION

Bachelor of commerce from  
St.aloysius international university in 2018  
Fatima pre university collage 2015 Commerce  
KendriyaVidyalayaschool central board of secondary education 2013

### WORK EXPERIENCE

#### Indian money.com Team leader

05-08-2019 to 16-09-2020

Ensuring that staff are motivated, monitored and measured in line with company targets and performance standards. Responsible for making sure that any gaps in performance or quality are quickly identified and addressed. Producing accurate reports on team performance for senior managers.

Duties:

- Preparing daily workloads for staff & co-ordinating the daily allocation of work.
- Motivating the team to achieve high standards.
- Handling new client enquiries and acting as the face of the business.
- Dealing with and resolving problems and issues which arise.
- Working with the sales and marketing team to drive sales forward.
- Mentoring and training up junior and new staff.
- Monitoring & reporting on standards & performance targets.
- Arranging & chairing weekly team meetings, focussing on targets & achievements.
- Implementing new initiatives.
- Involved in the recruitment of new staff.
- Praise team members and creates a positive working environment.
- Providing prompt and accurate information on individual performance.

#### Finger Tips info Promotional officer

01-08-2018 to 30-07-2019

- Contribute in the implementation of marketing strategies
- Support the marketing manager in overseeing the department's operations
- Organize and attend marketing activities or events to raise brand awareness
- Plan advertising and promotional campaigns for products or services on a variety of media (social, print etc.)
- Liaise with stakeholders and vendors to promote success of activities and enhance the company's presence
- See all ventures through to completion and evaluate their success using various metrics
- Prepare content for the publication of marketing material and oversee distribution
- Conduct market research to identify opportunities for promotion and growth
- Collaborate with managers in preparing budgets and monitoring expenses