



**Full name : Abbas**

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**Email :**  
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**Native Place: Hyderabad**

**Nationality: Indian**

**Date of Birth: 2nd July 1989**

**Marital status: Married**

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**Personal Summary:**

A committed Sales professional with extensive experience of the IT sales market and corporate arena. Possessing a proven track record of selling technology Hardware and software products and related services. Having the required background in sales along with the personal abilities and technical knowledge required to maximize a company's revenue growth and increase its market share. Currently looking for a suitable Senior Sales Manager role with an exciting and forward thinking employer.

**Total Work Experience: 12 years**



**1)Fama Technologies (July 2022 - Present)**

**Work Description**

Handling B2B sales process; Meeting Retail and hospitality B2B customers for sales of Digital signage solutions and infrastructure products. Responsible for recruitment of Team, Handling a team for sales.

Products : LG Signage Screens, Professional Displays , CMS software , Matrix Cameras , HP & Dell laptops ,Video wall solution



2)Company : KAM KINGDOM TRADING PRIVATE LIMITED - Hyderabad, India.  
(own setup)

Designation: Senior Business Development  
manager Duration: June 4<sup>th</sup> 2018- May 2022

About company: It is a startup reseller company.

Responsibility; Doing IT business , reselling laptops,  
Desktops,commercial printer

**SYNECTIKS**

3)Company : Synectiks : (2<sup>nd</sup> April 2018- May 30th 2018) - Hyderabad , india

### **Designation: IT SALES MANAGER**

#### **Work Description;**

- Handling a team, getting daily reports related to sales activities.  
Preparing a Quarterly plan for the management,
- Giving Training of products to the sales executives both technical and sales point of view
- Doing Cold calls to the companies on daily basis and generates leads and then follows up by sending the field sales executives to collect proper information.
- Preparing Proposals and sending to the clients in a timely manner.
- Preparing content for marketing purpose for digital team.
- Giving presentation to clients through conference call and if required going to client place for presentation.
- Educating team with technical sales knowledge on IT peripherals.
- Responsible for **recruiting** candidates as per company requirements.
- Having meeting with the team weekly once and encouraging them for business.

**Brands: Apple, DELL, HP, LENOVO, MICROSOFT, FORTINET, APC, Canon, Samsung**

**Peripherals: Desktop, Laptop, Servers, Workstations, Ms Office 365, Antivirus, Printers, UPS, SAAS based mobile applications**

4) Company Name : Sharaf DG LLC -DUBAI-UAE

**Designation : Enterprise Sales Engineer-IT (Retail to business) March 2015-March 2018.**

**Introduction:**

Sharaf DG is a big company in UAE which deals with Electronics and IT products with retail outlets all across UAE, and corporate office running in Dubai.

At Dubai , Time Square center , we have made an office environment with all products displayed on a Square space , each commercial product was displayed for only commercial customers , Example : High end laptops , high end workstations , live running server , CCTV camera's , biometric machine. High end printers. The idea was to make our commercial customers have an idea about the product and have a feel of it before ordering as per their satisfaction

**Responsibilities:**

Working from retail to serve business customers. Live demo of products through demo center.

Establishing new clients through cold calls, follow up on daily basis, meetings, creating leads, preparing quotation, Invoice etc.

Sales of IT products - laptop, desktop, ups, servers, IP phones, CCTV security camera, Biometric

**Printer: Multifunction A3 & A4 printers - HP, SAMSUNG, RICOH BRANDS, Canon**

**Brands OF IT products :**

- Dell, Apple, HP, Lenovo, Fujitsu, BARCO , APC-Schneider, Nitgen, Mobotix. Samsung, Alcatel, LG-Sony Ericson



5) *Global Information technologies*

**(November 2012-September 2014):**

**Designation: Business Development Executive –IT**

**Duties:**

*Sales of IT Peripherals , sending quotation , generating leads and follow-ups , finding new projects.*

*Hardware Sales: Desktop, laptop. Network switches, UPS. Printers, fax*

machines , firewall , Work stations , servers , DVR , cables , patch panels, projectors, CCTV, access control system



6) **Company:**Deccan Solutions-Hyderabad-India (June 2010-October 2012)**Designation:** *IT Sales Engineer (Inside role)*

### **Work Description:**

- Doing cold calls to corporate companies , generating leads , follow-ups , preparing quote , arranging delivery with invoice .
- Selling directly at retail outlet to consumers as well at CTC market.
- Selling IT Hardware Peripherals - desktop , laptop , Switches , UPS, Printers , Software's - Antivirus , MS-office , AutoCAD , tally

### **Personal**

- ❖ Having optimistic outlook towards sales.
- ❖ Able to deal with rejection
- ❖ Good with building rapport with people
- ❖ Having natural competitive nature.
- ❖ Ability to work on own initiative or as a team
- ❖ Strong client facing skills.
- ❖ Good in communication in English, Hindi & Urdu

### **EDUCATION:**

***Year 2006-2010: Completed B.TECH(Electronics and Communication) from***

***SHADAN College of Engineering and Technology (SCET),  
Hyderabad, India. Graduated in First class with Distinction***

***Year 2006: Completed Higher Secondary Level (XII, 12<sup>th</sup> Class) with First Class  
With Distinction from S T . J O S E P H ' S Junior College,  
Hyderabad,  
India.***

***Year 2004: Completed Secondary Level (X, 10<sup>th</sup> Class) with First Class with Distinction  
From VIKAS Talent School, Hyderabad***