**S.Shakul hameed**

**Electronic communication Engineer**

**Dubai – UAE**

**Mobile: +971 527309432**

**Email:** [**shaham1991@gmail.com**](mailto:shaham1991@gmail.com)

**Objective:**

 Eager to bring my expertise to increase sales and ensure overall efficiency in the capacity of a Marketing Executive in a company which rewards hard work and creativity.Proactive and results-oriented sales executive – acquired vast knowledge of market trends and broad set of sales skills throughout career.Recognized for determination in setting and achieving sales goals and exceeding targets.

PERSONAL SUMMARY:  
  
An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales. A results orientated professional with a proven ability to get results, generate revenue, improve service in the market. Over 3 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

**Profile:**

Dynamic 3-year sales career reflecting pioneering experience and record-breaking performance in the sales industries. Then driving new business through key accounts and establishing strategic partnerships and dealer relationships to increase channel revenue.

* Strongmarketing development and strategy skills
* Confident communicator, negotiator and decision maker
* Proven business and implementation planner
* Thrives in high level business environments
* Broad knowledge of account management, up selling and client expectation
* Technically competent with extensive experience of a variety of software systems and databases

**CAREER HISTORY  
  
Marketing and Tele\_Marketing Manager - JustdialP.Ltd Coimbatore India**

***November 2013-2016***

* Managing and driving marketing teams to achieve and exceed targets
* Working closely with sales directors to promote brand sand increase value of products
* Monitoring account performance
* Gathering and presenting key marketing data to account executives and suggesting necessary reactions to forecasts and sales targets
* Liaising with clients
* Organising team building and mentoring sessions

**PROFESSIONAL EXPERIENCE**  
  
Marketing

* Experience of sales marketing, account management and client relations and retention.
* Writing detailed sales forecast report for senior company managers.
* Gathering industry data and analyzing spend patterns to highlight the potential for future growth.
* Communicating new products to potential clients.
* Proven ability to maximize sales opportunities by creating professional sales script and building rapport with potential new and also existing customers.

**Educational Qualification:**

* **B.Tech Electronic communication Engineering (2009-20013)**
  + **Prist University Tiruvarur, India**
* **Higher Secondary (2007-2009)**
  + **Government Higher Secondary School, Kariyapattinam, India**
* **S S L C(2005-2007)**

Ira Natesanar Higher Secondary School, Ayakaranpulam, India

**Computer Skill:**

# Microsoft Office tools namely Microsoft Word, Outlook, Excel, Access, PowerPoint and usage of Internet Explorer, Netscape, Color lab Software..,

**Personal Data:**

Father’s Name : M. Syed

Date of Birth : 15.04.1989

Gender : Male

Marital Status: Single

Languages Known: English and Tamil

Nationality : Indian

**Passport Details:**

Passport No : M1469406

Visa Type : Visit Visa

Visa Expired on : 13th jan 2017

# Declaration

I herby declare that the above all the information is true to the best of my knowledge.

**(ShakulHameed.S)**