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**SYEAD MOHAMMED SHAMIM**

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**Looking for middle opportunities in, Business Development, Relationship Management with Any Sector.**

**CAREER PRÉCIS**

Result driven professional with **more than 15 years** of career track in Sales & Marketing, Business Development and in FMCG, consumer Durable, Mechanical Product & Solar Pump & AC Pump Industries Sector.

***Core strengths include:***

- Strategic Planning - Sales & Marketing - Business Development

- Client Servicing - Channel Management - Team Management

Adept in managing & leading teams for running successful process operations & experience of developing procedures and service standards for business excellence. Demonstrated abilities in expanding the market, brand building, generating new business and targeting the potential customers. Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals. Possess effective communication, interpersonal & problem solving by negotiation skills and has handled extremely busy and hectic schedules.

**CORE COMPETENCIES**

**Sales and Marketing**

* Monitoring overall operations; responsible for planning and achieving the set Target Managing sales and marketing operations thereby achieving increased sales / maximizing profit in assigned territory. Building brand focus, reviewing market response to facilitate product growth. Implementing plans for augmenting the business volume by enhancing brand visibility & recall. Conducting the market surveys/ analysis for the effective product launches.

**Business Development**

* Initiating and developing relationships with key decision makers in target organizations for business development.Interacting with the customers to gather their feedback regarding the products’ utilities.
* Identifying and networking with financially strong and reliable channel partners, resulting in deeper market penetration and improved market share. Handling demand forecasting & managing inventory; ensuring optimum inventory levels with channel partners to ensure timely deliveries to the customers.

**Channel Management**

* Recruiting, mentoring, training and development of the field functionaries to ensure sales and operational efficiency. Creating a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

**Team Management**

**CAREER CONTOUR**

***Rotomag Motors & Controls Pvt.Ltd***

**Delhi, Bihar & Jharkhand: Jan’16 to till date**

**Marketing Manager – Project**

**Presently handling SOLAR DUAL PUMP POJECT (SDP) and MINI WATER SUPPLY SCHEME – NATIONAL CLEAN ENERGY FUND (MDWS-NCEF), JREDA, BREDA, PHED, DWSD, AGRICULTURE DEPARTMENT etc for entire Jharkhand & Bihar State for Drinking and Agriculture (Irrigation) Water Solutions .**

* D**e**v**e**lop linkag**e**s with Ministri**e**s and Departments in Bihar & Jharkhand.
* Lobby and regular meeting with k**e**y authoriti**e**s to **e**nsur**e** activ**e** participation for upcoming projects.
* Maintaining **relations**hip with prosp**e**ctiv**e** and **e**xisting cli**e**nts with k**e**y focus on Busin**e**ss D**e**v**e**lopm**e**nt.
* G**e**n**e**rating l**e**ads to s**e**ll products in **Government** S**e**ctor.
* Manag**e** and track pip**e**lin**e** activiti**e**s through contacts.
* Monitor mark**e**t Int**e**llig**e**nc**e** within th**e** industry/ comp**e**tition in t**e**rms of mark**e**t d**e**v**e**lopm**e**nt, n**e**w products, comp**e**titiv**e** activity, n**e**w custom**e**rs **e**tc.
* Cr**e**at**e** Busin**e**ss Opportuniti**e**s in th**e** assign**e**d r**e**gion.
* Handling k**e**y govt. accounts including C**e**ntral Ministri**e**s, D**e**f**i**ne**s**, **E**ducation & oth**e**r PSUs.
* Thorough und**e**rstanding of th**e** Govt. Procur**e**m**e**nt proc**e**ss.
* R**e**sponsibl**e** d**e**cision mak**e**rs and influ**e**nc**e**rs in d**e**cision making at ov**e**rall Account l**e**v**e**l.
* D**e**monstrat**e** product and s**e**rvic**e** **sales.**
* Required to coordinate with various State Level Ministry for the alignment of Tender / RFP Coordinate with

Pre Sales and Operations for filing of Tenders.

***Khaitan Electricals Limited.* (Pump Div)**

**Jharkhand: May’12 to Dec’15**

**Area sales Manager – Distributor & Dealer Sales**

***Accountabilities***

**1. Achieve sales & collection targets -**

To achieve sales targets directly, through distributors, dealers and long arm sales personnel.

To introduce new products & monitor sales of products regularly.

To ensure timely collection of payments.

To execute the distribution plan of the territory.

To accompany distributor sales personnel for order booking on a pre-determined cycle.

**2. Manage channel partners -**

Network Expansion - appointment of new dealers & distributors.

To maintain and nurture good business relations with distributors and retail trade partners and negotiate as per BEL terms.

Establish stock norms with distributors per market and ensure stocking levels and replenishment.

Monitor second sales of distributors and dealers.

Ensure Product merchandising.

Ensure timely settlement of claims of channel partners.

**3. Competitor Analysis -**

To provide market information and feedback on competitor schemes / offerings to internal teams.

Collect data from market about market share, industry growth and consumer preferences.

**4. Sales Administration -**

To provide product knowledge and on-the-job training to distributor Sales personnel.

To provide monthly report on each distributor in the territory.

Ensure implementation of schemes by distributors.

To implement Sales promotion campaigns, product launches, demonstrations, displays etc.

Regular visit to Distributor & Dealer.

***Shree S .K. INDUSTRIES*. (Pump Industries)**

**Bihar: September’09 to Feb’12**

**Sales & Marketing Asst. Manager – Distributor Sales and Govt. Sales**

**Accountabilities:**

* Monitoring Distributor, Sales team & Govt. Dept (PHED).
* Handling the Area in Bihar.
* Doing the Acquisition in the Bihar.
* Getting the Business done from the corporate market.
* Co-ordinate with the processing department to get payment released of the Sales team.
* Acquiring the relevant Distributor.

**Highlights:**.

* Significantly attended the High Submitter Distributor.
* Consistently achieved the target.
* Monitored the promotional activities in given territory to boost up business and arranged contest between the Sales Person.
* Attending all the concern of the distributor.
* Giving the best services to the dealer & contractors.
* Encouraging dealer & contractors to do the constant business with SKI.

**MISHNAN GROUP**

**SAUDI-ARABIA: June 2008 to June 2009.**

**Sales & Branch Supervisor (FMCG) - Dealer Sales**

**Accountabilities**

* Developing new market in Al-Qasim, Makkah & Madinah
* Progress reporting according to the schedule as specified by the Country
* Manager (DGM) including cost tracking and progress against plan.
* Planning schedule the less man power project using.
* Managing target with and economy.
* Developing new Business.
* Responsible for institutional sales, in the assigned territory.
* Handling branch & sales team.
* Sales promotion & Business development.
* Monthly management reporting and MIS sheared to Management.

**Highlights:**

* Tying up with at least one area in a week.
* Making the most use of the opportunities.
* Attending various queries of the customer & providing them solutions.
* Completing the Requirement of the Customer.

**GRINDWELL NORTON LTD-Abrasives (SAINT-GOBAIN GROUP).**

**Mumbai: April’05 – May’08**

**Sr.Business Development Executive – Institutional Sales**

***Accountabilities***

* Developing new Business in Mumbai, Nagpur other Industrial belt of Maharashtra.
* Visit to Engineering Industries and OEM.
* Visit chemical plant, Pharmaceutical process machineries, Fabrication, Turnkey, Lead Bonding, Oil Tank, Vessels Equipments and industries.
* To clear & follow up for pending revenues to customers.
* Proper co-ordination and follow up with dealers.
* To keep track on competitors activity.
* Monthly reporting to the product Manager & Regional Manager.
* Launch of New products & its establishment.

**Highlights:**

* Completed 20% growth of Annual Target in the year 2007 to 2008.
* Add new customer in my given territory.
* I was awarded as best executive in 2006 & 2007.
* I achieved every month of my target, given by the company.
* Monthly reporting to the product Manager & Regional Manager.
* Launch of New products & its establishment.

**EAGLE FLASK INDUSTRIES LTD.**

**Mumbai: April’01 – March’05**

**Sr.Sales officer – Institutional sales**

* Responsible for institutional sales, in the assigned territory.
* Handling distributor & sales team.
* Sales promotion & Marketing development.
* Handling distributor & sales team.
* To keep track on competitors activity.
* Monthly reporting to the sales manager.
* To Manage and motivate the sales team.
* To build client-company relationship.
* Marketing and business development

**PROFESSIONAL**

* PGDBM(MBA)from IMT Ghaziabad in 2000 (U.P)

**SCHOLASTICS**

* Bachelor of B.Sc. (Chemistry Hons.) From Maghad University in 1996.
* Intermediate from Bihar Board in 1993.
* Secondary schooling from Bihar Board in 1991.

**COMPUTER SKILL**

* Certificate course in Information Technology form Detatech Computer Services, Mumbai

**PERSONAL DOSSIER**

Date of Birth : - 5th Dec 1976

Father Name : - S.M. Kalim

Marital status : - Married

Nationality : - Indian

Languages Known : - English, Hindi and Urdu

**Passport Details**

Passport No. : - L7469300 Place of Issue : - Patna

Date of Issue : - 21/02/2014 Date of Expiry : - 20/02/2024

**Driving Licence Details**

License No. : - P-96080083 Place of Issue :-Delhi

Date of Issue : - 12/08/1996 Date of Expiry : - 04/12/2026

**Address**

91/1 BSR Complex, Flat No:-6

3rd Floor, Gali No:-34

Zakir Nagar, Jamia Nagar,Okhla

New Delhi:-110025