

# NASIM HAIDER

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GURGAON-NCR [ INDIA ]

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## PROFILE SUMMARY

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Seasoned sales professional, motivated, experienced Sales/BD professional with strong sales & marketing experience. Possessing excellent management, interpersonal, prioritizing, presentation skills and having ability to work with minimum supervision.

SUBJECT: Application for the position of Sales & Business Development / Suitable position

## HIGHLIGHTS

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- Seasoned professional in Sales and Marketing.
- Well experienced in Sales Execution and Team management.
- Well versed with MS–Office, Internet and Social media.
- Product knowledge and strong urge to excel.
- Active listening & Time management
- Buyer – seller agreement.
- Strategic prospecting skills.
- A very good team player.
- Well experienced in HORECA, Channel, B2B and Traditional sales.
- Good command in Indoor/Outdoor sales and Business development.
- Expert in FMCG, Food & Beverages, Pharmaceuticals, Industrial, Insurance and Telecom products sales as well.
- Challenges always welcome.
- Excellent adaptability, learning, Interpersonal skills, flexibility, Good human relations & positive attitude.
- Retention and client acquisition.

## EXPERIENCE

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Sales Manager

02/02/2020

J R Steel

Gurgaon-India

*As Sales Manager responsible for motivating, providing training, and help sales team to grow their business and close sales.*

- Supporting and helping build successful sales team.
- Provide inventory reports to the team and plan to develop new leads as well.
- Discuss issues pertaining to sales.
- Managing sales team and providing materials to get work done.
- Setting individual sales targets for the sales team.
- Interaction to Architects and construction companies to get business.
- Reporting all areas of responsibilities to Sales Director.

Business Development Manager-12/2018 To 01/2020

OOMMAA GROUP OF COMPANIES Sharjah-UAE

*As Business Development Manager responsible for conducting research and analyzing data to identify clients.*

- Devising, presenting ideas and strategies to combat competition.
- Updating database and competitive reporting.
- Responsible for Recruiting, Manpower and facility management operations.
- Reporting all areas of responsibilities to GM and CMD.
- Client acquisition and retention.

Area Sales Manager - 03/2017 to 12/2018

EARTH INDIA ( THE BEST PACKING ZONE ) Gurgaon-India

*As Area Sales Manager responsible for B2B & traditional sales operation of the company.*

- Responsible for maximizing sales potential of the team & territory.
- Responsible for customer acquisition, retention & growth.
- Responsible for Team, Territory, Route plan, positioning of sales force & products.
- Responsible for plastics packaging products B2B sales operation.
- Visiting & interacting prospects to get maximum business for the company.
- Keeps client informed by notifying them to preferred customers sales & future merchants of potential interests.

Regional Sales Manager -02/2012 to 10/2015

NOVAFONE INC (ABI JAUDE GROUP INC) Liberia- Africa

*As Regional Sales Manager leading team of Sales Supervisors, Executives & responsible for corporate as well as regional sales & distribution operations.*

- Reporting all areas of responsibilities to CEO.
- Assigned for HORECA channel.
- Special assignment for UNMIL Liberia.
- Responsible for sales & distribution of telecom products (NOVAFONE).

Assistant Sales Manager – 06/2009 to 06/2011

AL BERRI UNITED FOOD CO. LTD (AUFCO) AL-OSAIS INTL, HOLDING KSA

*As Assistant Sales Manager leading team of Sales Executives & handling branch & sales operation*

- Reporting all areas of responsibilities to the General Manager (operation).
- Responsible for team territory & competitor's activities.
- Responsible for Tc, Cc, Promotions, Market Penetration & (HORECA) channel.
- Visiting catering Co's. & hotels to get maximum awareness & revenues for the company.

Business Development Management – 06/2008 to 05/2009

BENSULAIM LIGHT/HEAVY EQUIPMENT RENTALS EST. KSA

*As Business Development Manager responsible for all the purchasing Sales & Rentals Operations for the establishment*

- Responsible for logistics operation for the organization.
- Responsible for B2B sales operation through contracting companies & suppliers.
- Responsible for establishments business from grass root level.

Depot Sales Manager -08/2005 to 08/2007

WESTERN BAKERIES CO LTD. (LUSINE) UNIT-ALMARAI CO.LTD KSA

*As Depot Sales Manager leading team of supervisors & salesman of southern region of K.S.A*

- Worked almost all the depots of south region of KSA.
- Managing retail base of southern region of kingdom.
- Wastage control with proper route plan and product distribution.
- Stock reconciliation and inventory management.

### Key Achievements:

- Was the highest performing Depot Sales Manager for 3<sup>rd</sup> quarter -06
- Achieved 118% of our targets in three consecutive months.
- Made successful new routes at almost all the depots.
- Special assignment for Asir region.

Area Sales Manager-03/2004 to 06/2005

### PARLE BISLERI PVT. LTD. Mumbai-India

*As Area Sales Manager leading a team of 8 Sales Representative covering central & southern suburbs of Mumbai.*

- Responsible for sales through distribution Channel and sales team.
- Managing retail base of about 450 outlets in central and southern suburbs of Mumbai.
- Training, motivating supervising and guiding the sales personnel in achieving individual and team sales targets.
- Responsible for brand awareness through sales promotion.
- Implementing ideas to combat competition.

### Key achievements:

- Was the highest performing A.S.M for 2 Consecutive quarters?
- Achieved 106% of sales target in the last 3 journey cycles.
- Channel development.

### Skills & Strengths:

- Challenges always welcome.
- Good human relations, interpersonal skills & flexibility.
- Self-driven with a positive attitude & a strong urge to excel.
- Always open to learning and excellent adaptability.
- Good command over handling electronic tools.
- A very good team player.

## **EDUCATION**

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- Graduation in science (Zoology).
- C.O.P in Maritime Studies (Certificate Course) M.I.M.E Bangalore.
- Diploma in Computer Application.

## **PERSONAL PROFILE**

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Date of Birth; 25 / 11 / 1979 Siwan.

Language known: English, Arabic, Hindi, Urdu, Bengali & Persian.

Driving License Valid: 3 countries (Indian, Saudi Arabian & Liberian- Africa).

PASSPORT No: R3653024 / Date of Issue; 13.11.2017 / Date of expiry; 12.11.2027

Place of issue; Patna, Status-(ECNR ).

Reference: Reference will be furnished upon demand.

Thanking You

Yours truly,

NASIM HAIDER