**Syed amen hussain**

*No:16 Saravana St manigandapuram Chennai TN-57*

Mobile: +917200705600/6302052895 E-mail: [syed.amin916@gmail.com](mailto:syed.amin916@gmail.com)

Dear Sir

With a proven record of substantially increasing sales / revenues (100 %), I am Proud to have established myself as a successful regional sales manager combining Expertise in new business development, strategic planning, sales target, I am now seeking the opportunity to bring 13+ years of experience to your organization

Over the course of my career, I have created value by leading high-performing sales teams, by assessing markets / prospects and developing winning strategies, by building productive business relationships and satisfying customers, and by leveraging a unique depth and breadth of management, closing, and business skills

A sample of key contributions includes

: •specific ceramics limited overall annual sales from Rs.4 M to 6 M + and increased andhra Pradesh and telangana from = Rs2 m to 3 m.

For a more detailed presentation of my skills and background, please review the

Enclosed resume and feel free to contact meat your earliest convenience.

Thank you for your time and consideration, and I look forward to speaking with you soon.

Sincerely,

SYED AMEEN HUSSAIN

**Curriculum vitae**

***A.S.Ameen***

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**Career Objective**:

I want to build a career in sales and marketing, in an organization which gives me lots of responsibility and help me grow both professionally and personally. In the long run, I want to reach a position where I am entrusted with decision making authority and be able to contribute to the organization and society in a holistic manner. And to be effective contributor in the growth of the organization with complete dedication and determination by utilizing the best of my skills

**Strengths:**

* Effective team player with effective interpersonal and communication skill
* Ability to work with individuals at all levels within the organization.
* Ability to exercise sound and independent judgment.
* Strong professional and articulate leadership abilities.
* Good communication, presentation, negotiation and deal-closing skills.
* Desire and commitment to achieve, which is derived from my willingness to continually learn and develop to obtain both personal and corporate goals and objective.

**Working Experience:** Chennai, Tamil Nadu

* Worked as **Regional Sales Manager Aravind Ceramics (Anuj Tiles)For Chennai Tamil Nadu**  from Oct 2019 to Dec-2021
* In charge for the project segment for the areas of assigned
* Achieve monthly / yearly targets set by the management for all products under Anuj Tiles.
* Develop and motivate the retail segment to maximize the reach.
* Make Anuj Tiles a household name in the assigned area.
* Coordinate the sale proceeding for optimum service levels.
* Collection of payments.
* Report market activities to the manager as per set format.
* Worked as **Regional Sales Manager Specific Ceramic LTD (Durato Ceramic Vitrified tiles)For Andhra Pradesh and Telangana** from Oct 2011 to Jan-2016
* Preparing written presentations, reports, and price quotations for customers.
* Ensuring sales staff comply with company policies, procedures and practices
* In charge of a large department with an annual turnover R.S 6 Millions
* Product positioning in the Marketplace through strategic pricing & bundling etc
* Recruiting and selecting qualified candidates to fill open sales positions
* Coaching, counseling, and developing sales representatives.
* Establishing trust and a good relationship with all key clients.
* Worked as **Sales officer, Lafarge Emirates Cement LLC. U.A.E (LAFAGE GROUPS)** from May 2007 to July 2011
* **Job Responsibilities**
* Setting sales team objectives and priorities in alignment with company objectives and priorities
* Communicating skill fully with customers on new products & service offerings
* Proficient in analyzing financial statements and completing financial models
* Strong solution - oriented selling skills
* Managing highly complex & parallel projects that involve multiple stake holders
* Worked as **Marketing manager** **in Varmora Garnito Pvt Ltd or Andhra And Chennai** from Feb 2005 to Jan 2007
* Worked as **Marketing Executive in Eurocon Tiles co., Chennai** from Mar 2003 to Dec 2004
* **Job Responsibilities**
* Handling Dealer, Project And Government Intuition like CPWD, PWD, MCH and architect
* Sales target is achievement
* Managing team of executives and ensuring proper responsibility is provided and sales target is fixed for the team and its achieved
* Expanding dealers and distributor network
* Development of sales and dealer expansion planning with team how to development of the areas
* Reporting to region manager day to day of sales and Attend meeting with section managers to improve the sales.
* Looking after all the outlets different areas

###### **Educational Qualification**

* Graduate In (history & pol. science)
* Short course of computer software from C+++

###### **Computer Proficiency**

###### Oracle – (Procurement & Inventory Management)

###### Microsoft Office (MS-Project, MS-Word, MS-Excel, MS-PowerPoint, MS-Office Outlook etc)

###### Smart – CMMS (Computerized Maintenance Management System)

* **Core Competencies**

Supervisory Skill, Client Orientation, Managing Performance, Teambuilding & Respect for Diversity, Integrity and Loyalty, Motivation & Training to Team

***Personal Profile:***

Name : A.S. AMEEN

Father Name : S.A. Hussain

Date of Birth : 2nd September 1980

Language Known: English, Hindi, Urdu, Telugu and Tamil

Nationality : Indian

Religion : Islam

Marital status : Married

Native place : Chennai

(Syed Ameen Hussain)