*MD.NAUSHADUL HAQUE*

***Mobile : 00 91 9631656710 / 9304908887. E-mail : mnhaque@rediffmail.com***

## *MIDDLE MANAGEMENT LEVEL SALES & MARKETING PROFESSIONAL……… …..Sanitaryware / Tiles / Bathroom Fittings Industry*

Highly talented middle level Sales & Marketing Management professional with over 18 years of progressive experience industry handling **Sales of wide range of World Renowned Sanitary ware,Tiles, Bathroom fittings in Dubai, Bahrain, India & Oman including retail operation management.** Self motivated and focused with a proven record of effectively managing large territories & key accounts and increasing profitability. Track record of crossing set target and creating new benchmarks for sales team.Strong communication & interpersonal skills with staff, management & customers.Articulate communicator able to elicit outstanding performance from team members. Demonstrated track record of success in surpassing market competitors, aggressively increasing market share and driving profit margin to new heights.Built successful sales team by training members effectively.**Ability to wear different hats in diversified environment**.

# *AREA OF EXPERTISE: -*

* Identifying & networking with prospective market &clients ,open new accounts, generating business from existing account,achieving profitability & increased sales growth.
* Analyzing marketing trends & tracking competitors activities and providing valuable inputsfor product enhancement and fine tuning in sales & marketing strategies.
* Monitoring Distribution networks to ensure ready-stock availability of the product at all times.
* Initiating and Developing relationships with key decision makers in Corporates for business development .Maintaining excellent relations with clients to generate future business.
* Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels.
* Provide customer service in order to increase client satisfaction &sales growth.

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# *EDUCATIONAL ACHIEVEMENTS: -*

* **MBA (Marketing Management)**-1993

“L.N. Mishra Institute of Economic Development & Social Change”, Patna, Bihar, India

* **B.Sc. (Chem. Hons) 1st Class-**1990

Magadh University, Bodh Gaya, Bihar, India,

* Computer - **MS Office** (Word , Excel , Power point ) / Internet from GIIT.

# *PROFESSIONAL ACHIEVEMENTS: -*

* Participated in Annual Sales & Engineer Seminar – GCC in **2005, Dubai.**
* Awarded as **STAR of the year 2007** by Al Amana Building Materials Co. ,**Oman.**
* Visited **Duravit** Factory in **2008, Hornberg, Germany for Product Training.**
* Arrange **Hansgrohe** Seminar for Architect / Builder and Dealer in **2008 in Oman.**

*CAREER PROGRESSION: -*

**AL AMANA BUILDING MATERIALS CO.LLC**

## (BEST GULF TRADING Co.LLC) MUSCAT, SULTANATE OF OMAN

## Sales Manager Jan-2003 to Jun-2019

Based on past performance brought on board by Al Amana Building Materials Co., to handle sales of sanitary ware, tiles & bathroom fittings in Oman. The main focus of responsibility was to work closely with the management, staff and clients to position the company for continued growth and market expansion. Reporting directly to the Deputy General Manager and overseeing a team of four junior executives.

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* Actively involved in the business assessment and development, forecasting & budgeting. Increased Sales Revenue by 40% in a short period of time.
* Planned & executed aggressive Sales / Business development strategies to successfully ignite growth and profits.
* Performed market research to identify market opportunities for new & existing products.
* Liaised with Consultant and Contractors.
* Realized 100% payment from the market through effective monitoring of records.
* Recognized for exceeding client expectation for excellence.
* Maintained hands on responsibility for cold calling to initiate and develop new business and grow accounts.
* Deliver personal attention to customer to ensure high level of satisfaction to generate repeat clientele, and to encourage word of mouth referrals.
* Actively involved in preparation and submission of MIS report to the management.
* Represented company for various seminars and exhibitions in Oman & Dubai. Attend seminars

for Hansgrohe in Dubai.

* Visited Duravit Factory in Germany for special product training.
* **Key Accounts Handled :- Ministry of Health , Royal Oman Police , Sultan Qaboos University as well as major Building Contractors and Consultants in Oman,Individual Private Villa Customers.**
* **Brands Handled:- Sanitaryware: V & B and Duravit (Germany)/ Tiles: Cisa, Colli, Gardenia, Mirage (Italy), Vitra (Turkey), Italgres(Spain) & V & B (Germany)/ Mixers: Grohe, Hansgrohe, Kludi (Germany)/ Bathtubs: Shadube (Sharjah)/ Accessories: Geesa (Holland)/ Sonia (Spain).**

## SALIL INDUSTRIES *NEW DELHI,INDIA*

**Area Sales Manager****Aug-1999 to Dec-2002**

Selected by Salil Industries New Delhi, India one of the growing organization having business interest in **manufacturing of Fancy Bathroom Fittings as well as Authorized dealership for Hindustan Sanitaryware as well as Somany Tiles & Supreme PVC Pipes** in the year 1999 as a Area Sales Manager based on past track record. Represented company interests by promoting the sales of company products to major corporate customers,Government sector customers throughout allotted territory. Reported to the Sales Manager and handled a team of four Professionals.

* Responsible for handling over all sales and marketing activities in the region through Dealer network as well as project sales..
* Grew Annual Sales Revenue strategizing business development efforts to outperform project targets every year of tenure.
* Personally led all large contract negotiations, traveled extensively throughout the allotted area to capture strategic business wins with major client.
* Revitalized and strengthened relationships with reputed Builders/ Architects and Consultants as well as Government sector clients, which accelerated revenue growth and improved, market position.
* **Successfully handled key accounts like Design N Design, Garg & Associates, Gulshan Homz, Poorvanchal Constructions and some of the reputed Government Sector Clients like AFNHB, AWHO, IRWO etc.**

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## ELAMES TRADING & CONTRACTING CO. BAHRAIN

## Sales Executive Aug-1997 to Jun-1999

Selected by Elames Trading & Contracting Co., Bahrain one of the leading business organization in Building Material / Sanitaryware & Bathroom Fittings trading representing some of the reputed

**Brands like: Sanitaryware: Jacob Delafon (France), Kerasan, Milda, GSG (Italy), URC, Vision (U.K) / Tiles: Marazzi (Italy), Taugres (Spain), Pavigres (Portugal), Guocera (Malyasia), Annawerk (Germany) / Mixers: Eichelberg (Germany), Jacob Delafon (France).**

* Spearheaded and Grew sales of the company in a very short period of time
* Revitalized and strengthened key account (Corporate clients) relationships, which accelerated revenue growth and improved, market position.
* Realized total sales growth of 50%.
* Maintained hands-on responsibility for cold calling to initiate and develop new business and grow accounts.
* Prepared Sales Reports and maintained periodic reviews of industry trends and happenings.
* Delivered personal attention to customers to ensure high level of satisfaction, to generate repeat clientele, and to encourage word of mouth referrals.

## LAND MARK GROUP DUBAI, UAE

## Showroom Manager May-1995 to May-1997

Selected by Land Mark Group as a Showroom Sales Executive and was soon promoted to the position of Showroom Manager.

* Grew sales revenue for the showroom during my tenure. Successfully utilized team management and client relation skills to dramatically increase showroom revenue.
* Developed a top performing sales team, focused on achieving and surpassing company goals and customer expectation for that company. Directly supervised eight staff.
* Maintain focus on the development and enhancement of professionalism of employees. Provided continue training to promote maximum professional growth and increase moral and productivity. Ensure customer service and satisfaction is afforded highest attention and priority.
* Co-ordinated / Directed all the activities of the showroom to obtain optimum efficiency,economy of operation and maximize profits.
* Coordinated store inventory, reduced shrinkage, managed staff, assisted in advertising & promotion.

# *PERSONAL DETAILS: -*

**Permanent Address:** S/O Md.Ainul Haque, Retd.Joint Director (Agriculture), Mohalla: Daera, Bihar Sharif, Distt.:Nalanda,Bihar,India

**Languages Known:** English, Hindi, Urdu & Arabic

**Driving License:** Valid India & Oman Driving License

***EXCELLENT REFERENCES PROVIDED ON REQUEST***