**Mohammed Abdul Rahman**

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Mobile: +919704540867.

**Objective:** To obtain a position at a company with high organizational direction that will benefit from sales experience, positive interaction skills and industry contacts acquired from my long career experience, thereby ensuring sales results.

**Educational Qualification:**

Bachelor of Science – Osmania University, Hyderabad-India 1985

**Professional Experience**

**Grey Cells General Trading in Saudi Arabia … &U.AE.. 2015 TO 2019 OCT**

Grey Cells General trading is the authorized sales agency for B Ray hotel supplies, SR Luxury hotel Amenities, Tommy Bahama Luxurious Toiletries. Products ranging from Soaps, Shampoos and shower gels to Kettles, Ironing pads and Lockers.

**Designation**: - sales supervisor –hospitality products

**Job responsibilities:**

* Was responsible for carrying out sales activities for Hotel room amenities and Spa products
* Identified business opportunities by identifying prospects, fixing appointments and visiting the customer, researching and analyzing sales options.
* My area of responsibility included five star hotels, Luxury resorts and Spa, golf clubs, hospitals, & big restaurants
* Booked customer Orders for agreed products
* Arranging deliveries and made sure that it is on time
* Taking the feedback from clients about our company products
* Prepared reports by collecting, analyzing, and summarizing information. Sent to the management including my recommendations.
* Also installed and maintained Towel Dispensers and Self-polishing machines
* Followed the company policies at all times and that helped me achieve my targets
* Was also responsible collecting Cheques and cash payments

**M/s. VAMA PHARMA** 17 DEC 2010 TO15 OCT 2015

**Area sales manager Based at Hyderabad Covering AP/TS**

* Promating Psychiatric products
* Contolling team of Medical reprasentatives
* Team of 3 MRs based at HYD,1 MR Based at NZB,1 MR Based at Warangal.

**M/S DENTAIDS(STIM)** 10 JAN 2007 TO 5 OCT 2010

**Designation: ASM BASED AT AURANGABAD**

**Covering Aurangabad,Jalna,Latur,Nanded of Maharashtra & Hyderabad,NZB of AP**

* Promoting Dental products
* Had a team of 5 sales representatives
* Had a track record of achieving company targets and goals every time

**M/S. FALCON PACKS UAE 28 AUG 2003 TO 30 JUNE 2005**

**Designation Sales supervisor**

**Cash Van sales covering Sharja,Dubai,Ajaman**

**M/S.ABC INTERNATIONAL UAE 5SEP 2005 TO15 DEC 2006**

**Sales supervisor**

**Promoting hoapitality products**

**Allana Group of Company**- 10 MARCH 1999 TO18 APRIL 2003

**SalesMan& Merchandiser**

**Job responsibilities:**

* Worked as a Sales Merchandiser for Seville Products
* I was assigned the duty to launch and promote the products and establish sales in the given areas
* Was responsible for merchandisers and assigned tasks to them as per the need
* Took care of Display of company products like Biscuits, Chocolate, & Juices at many super markets and Hyper Markets (Carrefour was my prominent client)
* Maintaining the relation with department heads and managers
* Giving company proposal for gondolas and in shop promotions

**Abdul Wahab Al Aujwan, Bros - KSA** 15 NOV 1997 TO 14 NOV 1998

**Designation: Salesman Cum Merchandiser**

* took care of sales and merchandising in the area of AL Qasim and Hail areas looking all A class supermarket to C class supermarkets in AL Qasim areas
* Reporting to sales manager in head office daily sales report and achievement and following the management instructions
* Maintained a great relationship with the department heads and customer’s

**Personal Skills:**

* Quick learner
* Good Communication and interpersonal skills.
* Team Player.

M/S .MAPRA LABORATORIES PVT LTD it's (Aristo sister consunt company) 01 MAY 1988 TO 31march1997….

Started my Career as Medical Representative based at Hyderabad,

Responsibility visiting Doctors and chemist.

Achieve my targets and company's policy's..

Nbooking orders and follow to stockist rack postoons etc…

**Personal Profile:**

Father’s Name : Mohammed Abdul Hafeez

Date of Birth : 25/08/1968

Nationality : Indian