

ABRAAR ALEEMULLA SHARIFF

SALES AND MARKETING EXECUTIVE

AREAS OF EXPERTISE

Market Research

Business development

E-mail marketing

Customer retention

Tele sales

Local marketing

Technical Knowledge

PERSONAL SUMMARY

A highly efficient, results driven and capable marketing executive with the ability to effectively develop, manage and control relationships between the company and its target audience. Having a proven track record of quickly understanding a marketing campaigns mission, vision and objective and then communicating this to potential customers. Enjoying challenging briefs & able to work to an excellent standard under considerable pressure whilst presenting a positive image to clients & colleagues.

Now looking for a suitable marketing and technical sales position with an ambitious & exciting company.

WORK EXPERIENCE

SAFEHALO, Bangalore, India

MARKETING & SALES EXECUTIVE

February 2019 – Present

Duties:

- Marketing and sales head throughout South India
- Conducting sales operation from lead generation to delivery of products
- Ability to work on government tenders
- Revenue Growth of 30% on a single product since joining
- Planning & implementing marketing activities across all online & offline channels
- Setting up new marketing strategies and generating sales leads
- Managing customer relationships
- Logging and progressing all new leads / potential sales enquiries
- Analyze and produce reports on data provided by customers
- Coordinating company representation at relevant conferences and exhibitions

UNITED CHEMICALS COMPANY, Dammam, Saudi Arabia

TECHNICAL SALES ENGINEER

July 2017 – October 2018

Duties:

- Assist sales team to proactively develop partners and service providers to achieve business objectives
- Assist customers and partners with hands on technical assistance for demonstrations, trials and proof of concept projects
- Develop a close relationship with sales staff in the territory and work as a team to drive the business
- Assist in the identification and development of new channel partners in the territory
- Develop and manage relationships with customers and partners technical staff
- Provide an effective link between sales, account management, product development and marketing
- Installation and maintenance of peristaltic pumps
- Market survey of products

PERSONAL SKILLS

Proactive

Building relationships

Creative thinking

Communication

Adaptability

Technology usage

LANGUAGES

English

Hindi

Kannada

Urdu

PERSONAL DETAILS

Abraar. A. Shariff
Bangalore

M: +91 9900779874
E: abs41516@gmail.com

DOB: 05/10/1993

REFERENCES

Available on request

ACADEMIC QUALIFICATIONS

B.E in Mechanical Engineering

M.S Ramaiah Institute of Technology, Bangalore

2012 – 2016

CGPA – 8.46

- Final year project: Working model of a 3-Tire vehicle which runs on compressed air
- Internship: Bharat Earth Movers Limited (1 month)

High School

International Indian School, Dammam, Saudi Arabia

2010 - 2012

