



## SAMEER SAYYED

### Sales & Marketing

#### ABOUT ME

Enthusiastic and industrious professional having around 8 years of work experience with strong **Training & sales acumen** looking forward to work for an organization where I can fully utilize my skills contributing to its growth as well as take on new responsibilities for progression of my career.

#### TECHNICAL SKILLS

|                   |       |
|-------------------|-------|
| B2C Sales         | ★★★★★ |
| Digital Marketing | ★★★★☆ |
| B2B Sales         | ★★★★☆ |

#### SOFT SKILLS

|               |       |
|---------------|-------|
| Leadership    | ★★★★★ |
| Interpersonal | ★★★★☆ |
| Analytical    | ★★★★☆ |
| Innovative    | ★★★★☆ |
| Energetic     | ★★★★★ |

#### COMPUTER PROFICIENCY

|           |       |
|-----------|-------|
| MS Office | ★★★★☆ |
|-----------|-------|

#### LANGUAGE PROFICIENCY

|         |       |
|---------|-------|
| English | ★★★★☆ |
| Hindi   | ★★★★★ |
| Tamil   | ★★★★☆ |

#### CONTACT INFORMATION

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#### PERSONAL INFORMATION

🎂 (DOB): 19<sup>th</sup> October 1989

👰 (Marital Status): Married

## BACKGROUND

### EDUCATION

**2007-11** – Bachelors in **Management Studies** from VIT, Mumbai

**2005/07** – Completed **SSC** (Class X) and **HSC** (Class XII) from Anjuman Islam School and Rizvi School & College, Mumbai respectively.

### WORK EXPERIENCE

**Education Counselor at Sharekhan Education India from January 2020 – Present**

- Trained client (Service/Business Profile) and guide them how to use software and following up with the existing ones regarding company services related to financial education and trading.
- Updating information of prospects in the company **CRM**.
- **Up selling** and **cross selling** advanced company products.
- Meeting (face to face) with the prospects to understand their needs and counsel them accordingly on the most relevant company products/services.

**Assistant Manager (Sales Trainer) at KLN Motors from December 2018 – December 2019**

- Trained sales executives about Product knowledge to hone their communication skills and personality traits.
- **Supervised** entire **sales team** by giving them direction and motivating them to achieve sales goals.
- Formulated **digital marketing strategies** to develop and maintain long term digital connection with customers.
- Monitored and measured performance of digital marketing campaigns that were run on various social media platforms like Facebook etc. using web analytic tools.
- Brainstormed ideas for content marketing & website update.

**Sr. Sales Advisor at VST Titanium Motors (Mercedes Benz) from December 2017 – November 2018**

- Achieved **sales targets** for passenger car division and maximized sales revenues by negotiating with customers.
- Analyzed **competitor behavior** and subsequently brainstormed **counter sales strategies**.
- Built strong **client relations** to gain their loyalty.

**Sales Executive turned Team Leader at Khivraj Motors from October 2013 – November 2017**

- Spearheaded team **sales executives** as Team Lead (2016-17) for premium car segment.
- Guided sales executives by helping them prepare official travel plans and achieve sales targets.
- Worked as sales executive during the initial 3 years (2013-16) where primary role was to communicate features and benefits of all vehicle types to customers.
- Awarded as **star performer** for **12 times** during the tenure.

**Sales Executive at Kapico Motors India Pvt. Ltd. from August 2012 – September 2013**

- Sold cars to SME's and corporate clients (**B2B Sales**).
- Formulated **client retention strategies** by understanding their needs.