

**S.Shakul hameed**

**Electronic communication Engineer**

**Dubai - UAE**

**Mobile: +971 527309432**

**Email: [shaham1991@gmail.com](mailto:shaham1991@gmail.com)**

---

**Objective:**

Eager to bring my expertise to increase sales and ensure overall efficiency in the capacity of a Marketing Executive in a company which rewards hard work and creativity. Proactive and results-oriented sales executive – acquired vast knowledge of market trends and broad set of sales skills throughout career. Recognized for determination in setting and achieving sales goals and exceeding targets.

**PERSONAL SUMMARY:**

An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales. A results orientated professional with a proven ability to get results, generate revenue, improve service in the market. Over 3 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

**Profile:**

Dynamic 3-year sales career reflecting pioneering experience and record-breaking performance in the sales industries. Then driving new business through key accounts and establishing strategic partnerships and dealer relationships to increase channel revenue.

- Strong marketing development and strategy skills
- Confident communicator, negotiator and decision maker
- Proven business and implementation planner
- Thrives in high level business environments
- Broad knowledge of account management, up selling and client expectation
- Technically competent with extensive experience of a variety of software systems and databases

**CAREER HISTORY**

**Marketing and Tele\_Marketing Manager - JustdialP.Ltd Coimbatore India**

### ***November 2013-2016***

- Managing and driving marketing teams to achieve and exceed targets
- Working closely with sales directors to promote brand and increase value of products
- Monitoring account performance
- Gathering and presenting key marketing data to account executives and suggesting necessary reactions to forecasts and sales targets
- Liaising with clients
- Organising team building and mentoring sessions

### **PROFESSIONAL EXPERIENCE**

#### **Marketing**

- Experience of sales marketing, account management and client relations and retention.
- Writing detailed sales forecast report for senior company managers.
- Gathering industry data and analyzing spend patterns to highlight the potential for future growth.
- Communicating new products to potential clients.
- Proven ability to maximize sales opportunities by creating professional sales script and building rapport with potential new and also existing customers.

### **Educational Qualification:**

- **B.Tech Electronic communication Engineering (2009-20013)**
  - **Prist University Tiruvarur, India**
- **Higher Secondary (2007-2009)**
  - **Government Higher Secondary School, Kariyapattinam, India**
- **S S L C(2005-2007)**
  - **Ira Natesanar Higher Secondary School, Ayakaranpulam, India**

### **Computer Skill:**

Microsoft Office tools namely Microsoft Word, Outlook, Excel, Access, PowerPoint and usage of Internet Explorer, Netscape, Color lab Software..,

**Personal Data:**

Father's Name : M. Syed

Date of Birth : 15.04.1989

Gender : Male

Marital Status: Single

Languages Known: English and Tamil

Nationality : Indian

**Passport Details:**

Passport No: M1469406

Visa Type : Visit Visa

Visa Expired on : 13<sup>th</sup> jan 2017

**Declaration**

I herby declare that the above all the information is true to the best of my knowledge.

**(ShakulHameed.S)**