

SYEAD MOHAMMED SHAMIM

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Looking for middle opportunities in, Business Development, Relationship Management with Any Sector.

CAREER PRÉCIS

Result driven professional with **more than 15 years** of career track in Sales & Marketing, Business Development and in FMCG, consumer Durable, Mechanical Product & Solar Pump & AC Pump Industries Sector.

Core strengths include:

- Strategic Planning
- Sales & Marketing
- Business Development
- Client Servicing
- Channel Management
- Team Management

Adept in managing & leading teams for running successful process operations & experience of developing procedures and service standards for business excellence. Demonstrated abilities in expanding the market, brand building, generating new business and targeting the potential customers. Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals. Possess effective communication, interpersonal & problem solving by negotiation skills and has handled extremely busy and hectic schedules.

CORE COMPETENCIES

Sales and Marketing

- ⇒ Monitoring overall operations; responsible for planning and achieving the set Target Managing sales and marketing operations thereby achieving increased sales / maximizing profit in assigned territory. Building brand focus, reviewing market response to facilitate product growth. Implementing plans for augmenting the business volume by enhancing brand visibility & recall. Conducting the market surveys/ analysis for the effective product launches.

Business Development

- ⇒ Initiating and developing relationships with key decision makers in target organizations for business development. Interacting with the customers to gather their feedback regarding the products' utilities.

Channel Management

- ⇒ Identifying and networking with financially strong and reliable channel partners, resulting in deeper market penetration and improved market share. Handling demand forecasting & managing inventory; ensuring optimum inventory levels with channel partners to ensure timely deliveries to the customers.

Team Management

- ⇒ Recruiting, mentoring, training and development of the field functionaries to ensure sales and operational efficiency. Creating a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

CAREER CONTOUR

Rotomag Motors & Controls Pvt.Ltd
Delhi, Bihar & Jharkhand: Jan'16 to till date
Marketing Manager – Project

Presently handling SOLAR DUAL PUMP PROJECT (SDP) and MINI WATER SUPPLY SCHEME - NATIONAL CLEAN ENERGY FUND (MDWS-NCEF), JREDA, BRED, PHED, DWSD, AGRICULTURE DEPARTMENT etc for entire Jharkhand & Bihar State for Drinking and Agriculture (Irrigation) Water Solutions .

- ⇒ Develop linkages with Ministries and Departments in Bihar & Jharkhand.
- ⇒ Lobby and regular meeting with key authorities to ensure active participation for upcoming projects.
- ⇒ Maintaining relationship with prospective and existing clients with key focus on Business Development.
- ⇒ Generating leads to sell products in **Government** Sector.
- ⇒ Manage and track pipeline activities through contacts.
- ⇒ Monitor market Intelligence within the industry/ competition in terms of market development, new products, competitive activity, new customers etc.
- ⇒ Create Business Opportunities in the assigned region.
- ⇒ Handling key govt. accounts including Central Ministries, Defines, Education & other PSUs.
- ⇒ Thorough understanding of the Govt. Procurement process.
- ⇒ Responsible decision makers and influencers in decision making at overall Account level.
- ⇒ Demonstrate product and service sales.
- ⇒ Required to coordinate with various State Level Ministry for the alignment of Tender / RFP Coordinate with Pre Sales and Operations for filing of Tenders.

Khaitan Electricals Limited. (Pump Div)
Jharkhand: May'12 to Dec'15
Area sales Manager – Distributor & Dealer Sales

Accountabilities

1. Achieve sales & collection targets -

- To achieve sales targets directly, through distributors, dealers and long arm sales personnel.
- To introduce new products & monitor sales of products regularly.
- To ensure timely collection of payments.
- To execute the distribution plan of the territory.
- To accompany distributor sales personnel for order booking on a pre-determined cycle.

2. Manage channel partners -

- Network Expansion - appointment of new dealers & distributors.
- To maintain and nurture good business relations with distributors and retail trade partners and negotiate as per BEL terms.
- Establish stock norms with distributors per market and ensure stocking levels and replenishment.
- Monitor second sales of distributors and dealers.
- Ensure Product merchandising.
- Ensure timely settlement of claims of channel partners.

3. Competitor Analysis -

- To provide market information and feedback on competitor schemes / offerings to internal teams.
- Collect data from market about market share, industry growth and consumer preferences.

4. Sales Administration -

- To provide product knowledge and on-the-job training to distributor Sales personnel.
- To provide monthly report on each distributor in the territory.
- Ensure implementation of schemes by distributors.
- To implement Sales promotion campaigns, product launches, demonstrations, displays etc.

Regular visit to Distributor & Dealer.

Shree S.K. INDUSTRIES. (Pump Industries)

Bihar: September'09 to Feb'12

Sales & Marketing Asst. Manager – Distributor Sales and Govt. Sales

Accountabilities:

- ⇒ Monitoring Distributor, Sales team & Govt. Dept (PHED).
- ⇒ Handling the Area in Bihar.
- ⇒ Doing the Acquisition in the Bihar.
- ⇒ Getting the Business done from the corporate market.
- ⇒ Co-ordinate with the processing department to get payment released of the Sales team.
- ⇒ Acquiring the relevant Distributor.

Highlights:

- ⇒ Significantly attended the High Submitter Distributor.
- ⇒ Consistently achieved the target.
- ⇒ Monitored the promotional activities in given territory to boost up business and arranged contest between the Sales Person.
- ⇒ Attending all the concern of the distributor.
- ⇒ Giving the best services to the dealer & contractors.
- ⇒ Encouraging dealer & contractors to do the constant business with SKI.

MISHNAN GROUP

SAUDI-ARABIA: June 2008 to June 2009.

Sales & Branch Supervisor (FMCG) - Dealer Sales

Accountabilities

- ⇒ Developing new market in Al-Qasim, Makkah & Madinah
- ⇒ Progress reporting according to the schedule as specified by the Country
- ⇒ Manager (DGM) including cost tracking and progress against plan.
- ⇒ Planning schedule the less man power project using.
- ⇒ Managing target with and economy.
- ⇒ Developing new Business.
- ⇒ Responsible for institutional sales, in the assigned territory.
- ⇒ Handling branch & sales team.
- ⇒ Sales promotion & Business development.
- ⇒ Monthly management reporting and MIS sheared to Management.

Highlights:

- ⇒ Tying up with at least one area in a week.
- ⇒ Making the most use of the opportunities.
- ⇒ Attending various queries of the customer & providing them solutions.
- ⇒ Completing the Requirement of the Customer.

GRINDWELL NORTON LTD-Abrasives (SAINT-GOBAIN GROUP).

Mumbai: April'05 – May'08

Sr.Business Development Executive – Institutional Sales

Accountabilities

- ⇒ Developing new Business in Mumbai, Nagpur other Industrial belt of Maharashtra.
- ⇒ Visit to Engineering Industries and OEM.
- ⇒ Visit chemical plant, Pharmaceutical process machineries, Fabrication, Turnkey, Lead Bonding, Oil Tank, Vessels Equipments and industries.
- ⇒ To clear & follow up for pending revenues to customers.
- ⇒ Proper co-ordination and follow up with dealers.
- ⇒ To keep track on competitors activity.
- ⇒ Monthly reporting to the product Manager & Regional Manager.

⇒ Launch of New products & its establishment.

Highlights:

- ⇒ Completed 20% growth of Annual Target in the year 2007 to 2008.
- ⇒ Add new customer in my given territory.
- ⇒ I was awarded as best executive in 2006 & 2007.
- ⇒ I achieved every month of my target, given by the company.
- ⇒ Monthly reporting to the product Manager & Regional Manager.
- ⇒ Launch of New products & its establishment.

EAGLE FLASK INDUSTRIES LTD. Mumbai: April'01 – March'05 Sr.Sales officer – Institutional sales

- ⇒ Responsible for institutional sales, in the assigned territory.
- ⇒ Handling distributor & sales team.
- ⇒ Sales promotion & Marketing development.
- ⇒ Handling distributor & sales team.
- ⇒ To keep track on competitors activity.
- ⇒ Monthly reporting to the sales manager.
- ⇒ To Manage and motivate the sales team.
- ⇒ To build client-company relationship.
- ⇒ Marketing and business development

PROFESSIONAL

- ⇒ PGDBM(MBA)from IMT Ghaziabad in 2000 (U.P)

SCHOLASTICS

- ⇒ Bachelor of B.Sc. (Chemistry Hons.) From Maghad University in 1996.
- ⇒ Intermediate from Bihar Board in 1993.
- ⇒ Secondary schooling from Bihar Board in 1991.

COMPUTER SKILL

- ⇒ Certificate course in Information Technology form Detatech Computer Services, Mumbai

PERSONAL DOSSIER

Date of Birth	: -	5 th Dec 1976
Father Name	: -	S.M. Kalim
Marital status	: -	Married
Nationality	: -	Indian
Languages Known	: -	English, Hindi and Urdu

Passport Details

Passport No.	: - L7469300	Place of Issue	: - Patna
Date of Issue	: - 21/02/2014	Date of Expiry	: - 20/02/2024

Driving Licence Details

License No.	: - P-96080083	Place of Issue	: -Delhi
Date of Issue	: - 12/08/1996	Date of Expiry	: - 04/12/2026

Address

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