R.Muhammed Nizamuddin  
  
Address: 7/334, 7th block, kkd nagar, chennai, Tamilnadu, India, 600118   
Email: [**rmdnizam@gmail.com**](mailto:rmdnizam@gmail.com) **|** Mobile: +91 9080 606 984

**PERSONAL STATEMENT**

A hard-working, knowledgeable and target-oriented Sales Representative with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales.Skilled in bringing out the best in staff; able to manage effectively and recruit talent. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines. Driven to succeed; a valuable addition to a forward-thinking company with strong opportunities for progression.

**KEY ACHIEVEMENTS**

* **Company:**Drove [item] sales up from 80 to 120 a week
* **Company:** Won the Rising Star Award (date)
* **Company:** Achieved record-breaking sales of 4060k. Consistently brought in half of the overall monthly sales target
* **Company:**Won Top Seller Prize for two consecutive months, securing 95% and 110% of monthly targets

**EMPLOYMENT HISTORY**

2/2009 – Present

**Own Bussiness, Rmn Mobiles**

* Emphasises product features based on customers' needs and up-sell/cross-sell electronic products/services
* Manages the sales cycle from inception to execution
* Manages high-profile corporate accounts
* Coordinates and leads service review meetings to ensure customer satisfaction
* Conducts bid analysis and deal execution, ensuring to buy, sell and renegotiate/renew contracts at best prices
* Key role in developing the team: conducting appraisals, one-to-ones, training and mentoring

4/2007 – 12/2008

**Sales Executive/Showroom Incharge , Subhiksha Trading Services.Ltd**

* Identified and reviewed clients’ marketing requirements in order to create tailored solutions
* Provided excellent agency servicing consisting of regular meetings, monthly presentations, agreed responses and in-depth post-campaign reporting
* Expanded client base by setting up meetings and telephoning marketing decision-makers and agencies
* Achieved monthly/quarterly revenue targets
* Provided accurate revenue forecasts to Sales Manager on a weekly basis
* Generated and targeted leads in specialist market/industries
* Used and monitored Salesforce, accurately inputting data and ensuring applications were up to date executing stock and warehouse check processes, management reporting

12/2005 – 4/2007

**Sales Executive, Viveks&Co.Ltd**

* Sourced leads and cold-called to promote the products, and regularly called/visited both new and existing customers to discuss requirements, negotiate terms and maximise business opportunities
* Built and retained long-term friendships/relationships with customers
* Acted as key point of contact for the company, ensured a high standard of customer service by discussing technical problems or repairs required and recommending suitable products
* Responsible for negotiating contracts from year to year (i.e. price increases and stock agreements)

6/2005 – 12/2005

**Sales Executive, Univercell.Ltd**

* Sourced leads and cold-called to promote the products, and regularly called/visited both new and existing customers to discuss requirements, negotiate terms and maximise business opportunities
* Built and retained long-term friendships/relationships with customers
* Acted as key point of contact for the company, ensured a high standard of customer service by discussing technical problems or repairs required and recommending suitable products
* Responsible for negotiating contracts from year to year (i.e. price increases and stock agreements)

**EDUCATION**

6/2000 – 04/2004

**DCTE : Diploma in Computer Technology Engg**

AMS Polytechnic , Chennai, India

04/2000

**SSLC**

Govt. Madarsa - I – Azam Hss, Chennai, India

**SOFTWARE**

Microsoft Office (PowerPoint, Word, Excel)

**PERSONAL INTERESTS**

Cricket, Playing Video Games.