

SHADAB SAYED

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Enthusiastic & Energetic Sales professional with **over 17+ years** of successful experience in...
Sales • Account Management • Relationship Building • Business Development • Team Management



VOLUME Sales of computing and mobility across Distributors/resellers /SMBs and Public Sector – brand management sales and after sales service to channel partners and end users
VALUE SERVICES -Managed End to End sales cycle and solutions across GCC and Africa.
Have some learning in Platform sales as well.

EXPERIENCE SUMMARY

- A high-energy, enthusiastic and dependable individual who excels in challenging and competitive environments.
- A wide range of contacts in MRD, Financial and Investments, Oil and Gas and public sector companies across GCC AFRICA and ASIA .
- Managed large enterprise customers by maintaining relationships at all levels.
- Skilled in handling sales in a highly competitive market.
- Experienced in preparing and presenting Power point presentation to prospective clients.
- Skillful at processing data and information, keeping records, and follow up.
- Strong organizational skills.
- Skilled at marketing and across the table sales negotiations.
- Talented and determined, striving towards positive results.

SELECT ACHIEVEMENTS

- Played a pivotal role in closing CABLING & NETWORKING SOLUTIONS to ETISALAT
- Closed a bulk deal of Toshiba notebooks with DUBAI POLICE
- Generated Revenue geography for INDIA and PAKISTAN which were unconquered when I joined ALMASA Distribution.

• Few of my Key wins:

- Q LINE
- 050 TELECOM
- ETISLAT
- GOLDEN MOTORS
- ADVANCED VISION DIISTRIBUTION
- QDS EGYPT
- TRINITY MIDDLE EAST
- BEST BUY DISTRIBUTION
- PC INTERNATIONAL
- AL SEERA DISTRIBUTION (IRAQ)
- COMPUTECH
- AL SUWAIDI TECHNOLOGIES
- SAZGAR SYSTEMS IRAN
- LOGIC COMPUTERS
- COMNET AFGHANISTAN
- RIGHT TIME TRADING
- WISECOM DISTRIBUTION
- GALADARI MOTORS DRIVING
- DANUBE
- AL AHLI GROUP
- DANUBE
- FAM PROPERTIES

- ♦ PRIME VIEW PROPERTIES
- ♦ INFOTREE
- ♦ NETGULF SAUDI ARABIA

CAREER HIGHLIGHTS

IVAN INFOTECH PVT LTD, KOLKATA

Vice President -Global Sales & Marketing (AUG 2021- TILLDATE)

Responsibilities:-

- Develop relationships with a portfolio of major clients and vendors to ensure they do not turn to competition.
- ☐ Acquire a thorough understanding of key customer needs and requirements
- ☐ Expand the relationships with existing customers by continuously proposing solutions that meet their objectives so that they keep depending on our hard-earned relation.
- ☐ Ensure the correct products and services are delivered to customers in a timely manner
- ☐ Serve as bridge between management and team and the point of communication between key customers and internal teams
- ☐ Resolve any issues and problems faced by team or partners and deal with complaints to maintain trust
- ☐ Play an integral part in generating new sales that will turn into long-lasting relationships
- ☐ Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics,
- ☐ Management of Sales & Marketing Team alongside their performance tracking and helping them in achieving their target and sales.
- ☐ Attending Events, Fairs and Forums to represent company, its offerings and Networking.
- ☐ Closely monitoring and cultivating in negotiations, discounts and Deal closures.

NHANCENOW SOLUTIONS FZE ,DUBAI

Business Head- SOLUTION SALES (Oct 2017- June2021)

- ☐ Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
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- ☐ Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- ☐ Ensure the correct products and services are delivered to customers in a timely manner
- ☐ Serve as the link of communication between key customers and internal teams
- ☐ Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- ☐ Play an integral part in generating new sales that will turn into long-lasting relationships
- ☐ Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

OPTIMUS DISTRIBUTION ,DUBAI

Business Development Manager- VOLUME SALES (Jan 2016 till July 2017)

Responsibilities:

- ~ Managed large key accounts and was responsible for acquiring new Customers for the company
- ☐ Build and manage relationship with Principle companies and set firm roadmap for future growth
- ☐ Managing the entire product line life cycle from strategic planning to tactical activities

- ☐ Specifying market requirements for current and future products by Conducting market research supported by on-going visits to customers and non-customers.

- ☐ Analyzing trends and results.

- ☐ Establish sales objectives by forecasting and developing annual sales

- ☐ Stock allocations for regions and territories; projecting expected sales volume and profit for existing and new products.

- ☐ Complete END TO END sales by scheduling and assigning employees their KRA.

- ☐ Closed and managed USD 20 mil of business for the company per year

- ❑ Generated pipeline worth of USD 75 mil.
- ❑ Execution and collection by keeping SALES/LOGISTICS AND FINANCE team in sync .

-CUBIC DISTRIBUTION MIDDLE EAST, DUBAI ,
Manager, Sales –VOLUME DIVISION (Sep,2013 – Dec 2015)

Responsibilities:

- ❑ Responsible for Business Development of NOTEBOOKS /DESKTOPS/TABS/MOBILES AND SERVERS business in MENA region
- ❑ Instrumental in building a large clientele base for the company
- ❑ Grew sales practice (HP/LENOVO) for the company by continuously adding new customers and revenues.
- ❑ Build a business of worth USD 2mil plus from the inception of brands for the company
- ❑ Prepare effective proposal and involved in price negotiation.
- ❑ Prepare and manage cost sheets.
- ❑ Account management
- ❑ Responsible for invoicing/billing and collection of payments from the customer.
- ❑ Also manage sales of hardware, networking, and security systems as turnkey projects for the company.

-AL MASA IT DISTRIBUTION , DUBAI -
PRODUCT SPECIALIST ASUS and INTEL (SEP 2010 -AUG 2013)

- ❑ Responsible for Sales of ASUS and INTEL PRODUCTS .
- ❑ Targeting SMB Segment / CHANNEL partners/ resellers and Exporters for target through lead generation, coldcalling, conducting events and network building.
- ❑ Analyze Prospect needs by addressing Business Improvement areas, gathering functional requirements of prospective clients by co-ordinating with technical team to meet client requirements.
- ❑ Giving Corporate Presentation, generation and qualification of leads, Building Collaterals, and Information gathering
- ❑ Managing the entire product line life cycle from strategic planning to tactical activities
- ❑ Specifying market requirements for current and future products by Conducting market research supported by on-going visits to customers and non-customers.
- ❑ Interact with internal team of pre-sales & functional consultants during the sales cycle to provide a suitable fitment to the customer.
- ❑ Gathering requirements for a suitable fitment and sending proposals.
- ❑ Finalizing the deal by negotiating with the prospect on pricing and other issues.
- ❑ Closing the deal by collecting the PO.

EUROSTAR COMMUNICATIONS LLC – DUBAI
SR.SALES EXECUTIVE (APR 2008 – AUG 2010)

- ☐ Conduct regular account reviews and maintain ongoing proactive communication with major customers
- ☐ Initiate and establish productive customer relationships
- ☐ Identify and cultivate sales leads
- ☐ Maintaining and developing relationships with existing customers in person and via telephone calls and emails
- ☐ Work closely with functional team to support and contribute to sales objectives; supporting activities include identifying additional sales opportunities and collaborating on customer expansion activities to extend Sonata's reach within an account.
- ☐ Converting a lead to a prospect by performing various activities in an account.
- ☐ Accounting mapping
- ☐ Gathering requirements and sending proposals.
- ☐ Finalizing the deal by negotiating with the prospects on pricing and other issues.
- ☐ Closing the deal by collecting the PO.
- ☐ Account Management by Billing and collection of payments at the completion of various milestones.

-HCL INFOSYSTEMS MUMBAI -
AREA SALES MANAGER (AUG 2005 – MAR 2008)

- ☐ To search and find out prospective customers by doing analysis on various attributes
- ☐ Position HCL product across different verticals.
- ☐ Meet various IT and ACCESSORIES business owners and give them presentations.
- ☐ To convert the contacts in the companies into prospects. Keep records of the customers and send them mails to solve their queries regarding the product.
- ☐ Gathering requirements and sending proposals to the concerned person.
- ☐ Finalizing the deal by negotiating with the prospects on pricing and other issues.
- ☐ Closing the deal by collecting the PO.
- ☐ To find out the needs of the existing customers in order to expand our market share and profitability.
- ☐ Team building , product training
- ☐ Generate lead and fix up appointments across the state for the presentation.
- ☐ Channelize the lead to the right partner and get the feedback.
- ☐ Achieving targets

EDUCATION

MASTERS -MBA IN MARKETING

BACHELOR IN ENGINEERING IN INFORMATION TECHNOLOGY

PERSONAL INFORMATION

♦ Sex : Male
♦ Nationality : Indian
♦ Marital Status : Married
♦ Languages Known : English, Hindi and Urdu
♦ Interests & Hobbies : Music, Sports and cricket commentary
♦ Passport Number : Z3766844
♦ UAE /INDIA driving License : YES

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♦ **REFERENCES: CAN BE PROVIDED ON REQUEST.**