



MUHAMMAD SALMAN HASNAIN

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DATE OF BIRTH

Aug 17,1977

EDUCATION

B.COM,

University of Karachi,
Sindh, Pakistan 2000

ULTIMATE SELLING TRAINING WORKSHOP

I have attended ultimate selling training workshop in February 2010.at Sadiq brothers.

Learning Objectives

- Concepts of Sales and Marketing
- Effective Sales Process Identifying Economic, Technical, and other buying Influences
- Result Oriented Sales planning and goals' achievement

Extracurricular Activities

Volunteer in BIG-5 Expo at World Trade Center DUBAI-UAE (From Nov 2005 TO 2018)

LANGUAGES

English (fluently)
Urdu (mother language)
Arabic (basic)

COMPUTER SKILLS

- MSOffice (Complete), Expert in Excel & power point ppt.
- MS Outlook
- Windows (XP, WIN 7)
- Browsing & Social Media
- Basic ERP Knowledge

OBJECTIVE

To acquire a dynamic & leading based position in a growth-oriented organization, where I can harness my potential & management skills for the organization's development.

EXPERIENCE PROFILE

I am a self-motivated individual with more than 16 years of professional experience in Business Development and Procurement.

Currently working as a Sales & Marketing Manager at Sadiq Bros Trading Co LLC, managing sales, corporate accounts, working extensively and unconventionally according to the situations and environments as a lead a team player as well as individually with Enthusiasm of achieving an organizational goal which combines application of knowledge and rewarding career in the field of business development & marketing Automobile.

WORKING EXPERIENCE

Sadiq brothers trading co. L.L.C Dubai, 2015 - Present
Sales & Marketing Manager

Responsibilities

- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects, recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance researching and recommending new opportunities, recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state- of-the-art practices; participating in professional societies.
- Achieved results by managing sales teams, setting targets and KPIs, and contributing to team effort.
- Perform all necessary activities related to purchase locally and internationally.

VITALITY IN SKILLS

Excellent selling skills with proven track record of B2B and B2C sales.

Excellent verbal communication and comprehension Neutral or non-inflicted American or British accent, Basic Computer, Internet search and written communication skills.

PERSONAL INFORMATION

Nationality: Pakistani

Marital Status: Married

Visa Status: Employment

Contact Details:

Mobile No:

+971 503068665

Email:

Salman_hasnain17@yahoo.com

Sadiq brothers trading co. L.L.C Dubai, 2010 – 2015

Senior Sales & Marketing Executive

Responsibilities

- Undertake cross selling and up selling within existing customers and New Customers.
- Securing new customers and maintaining and developing existing accounts.
- Responsible to maintain customer database through regular sales visits and undertake sales calls to win new business.
- Meet and exceed target set in terms of contributing and generating revenue for the department.
- Conduct and report minimum number of sales leads set by the management and transform a minimum of those into revenue generating business.
- Develop a new business prospect listing to ensure that future new business development is planned.
- Maintain close working relationships with the Customer Service, Operations, to develop out of the box solutions to support new and existing customers.
- Undertake sales presentations to customers and business communities to present the company and its products and services.
- Analyze and follow the industrial tools and equipment market development in UAE to bring more ideas which help to enhance product and services.

Sadiq brothers trading co. L.L.C Dubai, 2005 – 2010

Sales & Marketing Executive

Responsibilities

- Getting quotations from distributors and dealers to finalize the best price to quote to the client.
- Looking for new dealers and suppliers in market to always get the best prices.
- Looking for new trends and technology upgrades in market regarding construction and building materials.
- Attending different exhibitions and promotion event to pace up with modern changes and innovation in market.
- Collecting CDCs, PDCs from client for delivered goods.
- Effectively communicate via email and phone with buyer.

Projects Handling

- Designed and developed Sales team Target & KPI's
- Managed customer Database in Excel.
- Knowledge sharing & team building.