

# Mohammad Hussain

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## PROFILE

- ❖ Qualified Professional spearheading Sales and Marketing activities.
- ❖ Good analytical Skills – Comparison of products according to prices, features, characteristic etc.
- ❖ Keen observation towards Customer's expectation and requirement. Long-sightedness towards the trends of the Market and ability to plan accordingly; Capable at grasping new technical concepts quickly and utilizing it in a productive manner.
- ❖ Active participation in Sports and Cultural activities; district level cricket player; winner of Best Business Idea Competition in College
- ❖ A systematic, organized, hardworking and dedicated team Leader with an analytical bent of mind and positive attitude with a blend of effective Communication Skills and an impressive persona

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## WORK EXPERIENCE

### Golden Pearl (Since Feb 2012 To 2023) - Dubai

#### Self-Employee

#### (Watches / Cosmetic / Perfume)

- ❖ Key Accountabilities:
- ❖ Successfully launched and managed a freelance business specializing in watches and cosmetics.
- ❖ Leveraged knowledge and passion for watches and cosmetics to curate and market high-quality products to a discerning clientele.
- ❖ Built and maintained a loyal customer base through effective communication, personalized service, and product expertise.
- ❖ Collaborated with suppliers and distributors to source and curate a diverse range of products to meet customer demands.
- ❖ Conducted market research to identify trends and competitors, ensuring a competitive advantage in product offerings and pricing strategies.
- ❖ Managed the end-to-end sales process, from customer inquiries and product recommendations to order fulfillment and post-sales support.

### Y & M watches And Cosmetic (Since Feb 1998 To 2011) - Kuwait

#### Self-Employee

- ❖ Key Accountabilities:
- ❖ Successfully launched and managed a freelance business specializing in watches and cosmetics.
- ❖ Leveraged knowledge and passion for watches and cosmetics to curate and market high-quality products to a discerning clientele.
- ❖ Built and maintained a loyal customer base through effective communication, personalized service, and product expertise.
- ❖ Collaborated with suppliers and distributors to source and curate a diverse range of products to meet customer demands.

- ❖ Conducted market research to identify trends and competitors, ensuring a competitive advantage in product offerings and pricing strategies.
- ❖ Managed the end-to-end sales process, from customer inquiries and product recommendations to order fulfillment and post-sales support.

**Shabbir Trading Hardware. (1995- 1998) – India  
(Hardware Items)**

Sales Executive.

Key Accountabilities:

- ❖ Managed Retail Showroom Sales
- ❖ Taking care of Accounting and Reporting
- ❖ Accountable for Training and Development of Staff
- ❖ Strategized Marketing Activities to Increase footfall
- ❖ Market Research and Intelligence
- ❖ Handled Product & Brand Merchandising
- ❖ Handled Logistic And Inventory Management ,
- ❖ Monitoring Inventory Co-ordinating with the storekeeper for the delivery of goods to the customer site & verifying the stock on hand.
- ❖ Comparison & Analysis of Brand-wise Sales and Consumer
- ❖ Customer service

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**EDUCATIONAL CREDENTIALS**

**HSC, 1992**

Janta High secondary, Ratangadh - Nimach.

**SSC, 1990**

Janta High secondary, Ratangadh – Nimach

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**Date of Birth** : 2<sup>nd</sup> Sep 1975  
**Nationality** : India  
**Language** : Hindi, Arabic, English, Gujrati.  
**Visa Status** : Work Visa (NOC Available)