**Mohammed Merajuddin Naveed**

Mobile No - +973-33308389

E-Mail: naveed\_14347@yahoo.co.in

**Objective: -** selecting a challenging position where my experience, dedication towards my responsibilities adaptability to any working environment and willingness to learn would have valuable application. Also to be a part of professionally managed group that fosters a spirit of growth and development.

**EDUCATION QUALIFICATION**

1999 Q.Q.S Residential School, Hyderabad.

 Secondary School Certificate

2001 Government Junior college

 Higher Secondary Certificate

2009 Dr.B.R.Ambedkar University

Graduate B.A

2010 Osmania University

 (P.G.DBM)

**COMPUTER SKILLS** MS-office (word, Excel, PowerPoint)

 Windows 98, 2000, 2003

**PROFESSIONAL EXPERINCE**

Oct 19 – March 20 Base Intergrow Company (BIG)

Designation **Sales Supervisor**

Job Profile: - Scheduled route plan, set targets, maintained daily sales and attended meetings with manager. Meet with reps one-on-one weekly to review performance, progress and targets. Directed, motivated, and lead the sales team and assisted in meeting sales objectives. Revised and enhanced sales strategies and identified new business opportunities. Assist manager in hiring selection.

April 19- July 19 Ehtraf Technology (Kafteria.Com)

Designation **Area Sales Developer**

Job Profile: - Marketing the new food online APP for the B Class and fine dining Restaurants and enroll them in to the app.

Oct 17 – Dec 18 Al Nass Printing House

Designation **Sales Executive**

Job Profile: - Actively seek out new sales opportunities through networking and cold calling. Negotiate and close the deals, handle complaints and objections with good manner. Set up meetings with potential clients and listen to their wishes and concerns. May prepare sales promotional letters to be sent to prospective customers.

Sept 16 – Sept 17 Mehwish F/S Trading

Designation **Proprietor**

Job Profile: - Purchasing products from company in bulk and Distribute in cold Store.

Oct 2010- July 2016 Coca-Cola Bottling Company of Bahrain

Designation **Sales Executive**

Job Profile: **-** Visit the outlet do the merchandising, collect the order from the customer and make sure delivery on time & collect the money. Open new outlet, Achieve the target every month. Work on different task each month.

**Coca cola achievement:**

Best Red Execution (Gold) 2012

Red Execution winner 2013

Race-1 first Runner-up (Feb-July 2013)

Best GOAL Performance 2014 1st Half

Red Execution 2015- B class market

Jan 2008 – July 2009 National Refreshment company (Dubai)

Designation **Sales Man**

Job profile: **-** Responsible for sales, marketing & cash collection. Develop customer relation and ensure high level of customer satisfaction. Prepare daily sales report as per sales. Achieve the target every month.

March 2004- Dec 2007 EPPCO (Dubai)

Designation **CSA / Sales Assistant**

Job profile: - Handle daily cash and credit transaction and work on cash register. Assist the supervisor on terminal works. Receiving stocks from vendors through touch counting system and organizing the products. Merchandise the products according to the Plano-gram provided by the company. Assist in the inventory checking by physical counting. Maintain safety procedure and site maintenance. Checking the near expiry, expiry item & keeping them as FIFO system. Solve the customer complaints and problems as per Eppco’s Standard. Provide fast and friendly service to customers.

**PERSONAL DETAILS**

Age 36

Nationality Indian

Religion Islam

Marital status Married

Driving License Bahrain Light Vehicle

Languages Known English, Urdu, Arabic, Hindi, Telugu, Malayalam

 (Mohammed Merajuddin Naveed)