

CURRICULAM VITAE

RABIYULLA

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CAREER OBJECTIVES

Contribute highly to an organization by building the business. ... Their primary target is to meet **sales** goals set by the management and to foster meaningful relationships with both existing and prospective clients

ACCADAMIC QUALIFICATION

- ❖ **PRE UNIVERSITY COURSE**
- ❖ **COMPUTER DIPLOMA APPLICATION**

KEY SKILLS AND COMPETENCIES

- ❖ Can create and deliver convincing arguments to an executive audience.
- ❖ Ability to manage multiple commercial processes.
- ❖ Ability to evaluate tasks and suggest improvements.
- ❖ Ability to priorities workload; work effectively under pressure and to tight deadlines.
- ❖ Ability to present, discuss and propose at a senior level.
- ❖ Solid understanding of business concepts & dynamics for large national and international corporations.
- ❖ Superior time management skills and strong attention to detail.

WORKE EXPERIENCE

1. SALEH AL JALLAWI GROUP –Khamis, Bilal al Qadeem –Manama Bahrain

(Prasently working from last 3months onwords)

**Main Distributor of National Paints, Thinner, building materials & hardware's etc.,
As a Sales executive**

• **Job Responsibilities:**

- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer enquiries face to face, over the phone or via email.
- Contacting prospective customers and discussing their requirements.
- Achieving all revenue targets & objectives in line with the Area Business Plan.
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Reporting business trends and area performance to the National Sales Manager.
- Developing & maintaining successful business relationships with all prospects.
- Identifying what customers want.
- Developing a full understanding of the business market-place.

2. **UNITED STEEL TRADING & MARKETING WLL –Sanad,Manama Bahrain**

(From last 4 years)

Main Distributor of all kind of paints Paints, Thinner, building materials & hardware's etc.,

3. **CARDIFF BUILDING MATERIALS Manama Bahrain**

As a Sales executive

• **Job 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.
- Visit potential customers for new business
- Provide customers with quotations
- Negotiate the terms of an agreement and close sales
- Gather market and customer information and provide feedback on buying trends
- Represent your organization at trade exhibitions, events and demonstrations
- Identify new markets and business opportunities
- Record sales and send copies to the sales office

4. **Outdoor salesman-Saudi Arabia**

(From: 2009- 2013)

Outdoor salesman

• **Job Responsibilities:**

- To build business through recognizing prospects and selling to them
- To maintain relationships with the existing as well as new clients
- To evaluate and study the position of the identified prospects in the industry
- To research about different sales options and analyzing them
- To sell the company products/services by creating contacts and further making relationships with the prospects
- To recommend solutions to any problems faced by the clients
- To provide proper information, guidance and support to the clients hence enhancing the relationships
- To study the current market trends for a product and identify improvements
- To analysis the competition brand closely
- To be able to work with a team and achieve the desired results

PERSONAL DETAILS

Date of Birth : 08/09/1985

Nationality : Indian

Marital Status : Married

Languages Known : English, Arabic, Hindi & Malayalam