***SABI .K.USMAN***

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***Manama, Kingdom of Bahrain***

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***CAREER OBJECTIVE***

***“To be a part of a reputed and growth oriented company that will help me to utilize my skills and qualification for the mutual development of the company and self.”***

***Academic Credentials***

* ***Bachelor's Degree From Calicut University, Kerala, India***
* ***V.H.S.E From The Government of Kerala, India***

* ***S.S.L.C From The Government of Kerala, India***

***Technical Proficiency***

* ***DIPLOMA in ELECTRONICS &COMMUNICATION ENGINEERING From H.M.C.E Kerala, India***
* ***PGDCA From Cat Computers Kerala, India***

***skills , experience and abilities***

* ***More than 6 years’ experience as a Market Researcher.***
* ***More than 5 years’ experience in FMCG sales &marketing field.***
* ***3 years’ experience in making market reports of engine oil, battery, tire and lubricant products for leading manufactures.***
* ***2 years’ experience as a sales supervisor***
* ***Experience in conducting latest census of more than thousand automotive product handling shops in Bahrain***
* ***Good knowledge about mobile, electronics&fmcg products.***
* ***Communication skill.***
* ***Supervisory skill.***
* ***Leadership quality.***
* ***Time management, work and employee co-ordination.***
* ***Capable of working well under pressure***
* ***Enjoy learning new ideas, methods and putting them into daily practice***
* ***Optimistic and self – motivated Good inter-personal skills***
* ***Valid Bahrain driving license, familiar with Bahrain roads***

***Professional Experience***

* ***CAREER RELATED EXPERIENCE***

***Middle East Marketing Research Services–(market research company)-presently working***

 ***as a market Researcher.***

 ***STEEL STORE CO WLL- (Automotive co) (2013-2015)***

***As*** Sales and marketing supervisor***.***

***Steel store is a heavy vehicles&equipments spare parts company distributing spare parts (electrical &mechanical).***

***Job Description***

* ***Handling communication with customers***
* ***Making agreement with new companies in Bahrain and KSA***
* ***Arranging delivery as per customer requirement***
* ***Processing purchase order from existing companies***
* ***Taking responsibility for the satisfaction of customer***
* ***Improving business with existing customers***
* ***Preparing daily, weekly and monthly sales reports***
* ***Monthly target achieving***
* ***Middle East Marketing Research Services - as a*** market researcher***-(2007-2013)***

 ***MEMRS is A market research*** *company* ***.***

 ***Job Description***

* ***Arranging team members for every project and supervising their work***
* ***Providing briefing and training of new projects to team members***
* ***Making market reports of Electronics&HomeAppliances,mobile&FMCG products for international companies***
* ***Monthly collecting sales reports from Hypermarkets,supermarkets,electronics&mobile shops***
* ***Making monthly reports about price sale and stock***
* ***Describing features and model number of new electronic products &mobiles***
* ***Conducting consumer surveys of Automotive, banking, FMCG, Telecom and also mystery shopping***
* ***YAQUBY INTERNATIONAL CO WLL- as a*** sales executive***(2006-2007)***
* ***ELEGANT TRADING CO WLL- as a*** sales executive***(2003-2006)***

***Yaquby international &Elegant trading co are FMCG and HORECA products distributing companies***

 ***Job Description***

* ***Distributing FMCG products to cold stores,hypermarkets,supermarkets and restaurants***
* ***Monthly target achieving***
* ***Making agreement with new customers***
* ***Improving business with existing customers***
* ***Collecting money before due date***

***Personal Details***

***Date Of Birth : 20st May, 1981***

***Nationality : Indian***

***Sex : Male***

***Marital status : Married***

***Religion : Islam***

***Languages Known : English, Hindi and Malayalam***

***Declaration***

***I here by declare that all the statements made above are true to the best of my knowledge and belief.***

 ***Sabi k usman***