

CURRICULUM VITAE

MOHAMMED VASEEQ

Experience: **5 years & 8 months.**

Education Qualification: **MBA in Marketing Specialization**

Email & Skype: **Mohammedvaseeq6655@gmail.com**

Current Location: **BAHRAIN**

Driving License No.: **910251827**

Contact number: **+973 33943063**



OBJECTIVE:

Target-driven sales professional with a proven track record of growing revenue & profit. Over 5.8+ years of progressive experience in lead generation and lead qualification, proven customer service, and communication skills and worked as direct sales, Outdoor sales and business development in the highly competitive segments of the E-commerce, IT, Retail & Office Automation Industry.

PROFESSIONAL EXPERIENCE:

Company Name: AL ZAYANI COMMERCIAL SERVICES (AZCS).

Job Position & Year: Account Manager (November 2018 – Current Employer).

As **Account Manager** my duties were,

- Responsible for IT hardware and Software Sales.
- Responsible for promoting the sale of the entire range of Office Equipment such as Ricoh copier machines, Ricoh Multi-function printers, Wide format printers, BenQ projector, BenQ digital Signages, BenQ LED interactive boards, Fellowes shredder machine, Fellowes Binding, Laminating machines, Fujitsu & Kodak Scanners, Hiti & Zebra Card Printers & Barcode printer. And software like MPS solutions, Laserfiche Document Archiving Software, Hotel Management Software.
- Email marketing & LinkedIn marketing.
- Preparing a list of customers to be visited on daily basis, and approaching new customers.
- Submitting daily report activities, sales report on a daily basis to our manager.
- Doing Site survey for Hardware and Software solutions & suggesting best suitable software or hardware, which meets customer requirement.
- Preparing & Delivering Presentation on Hardware and Software solutions.
- Learning more about the competitor's brand and Preparing Comparison report to highlight the USP of our brand.
- Stay updated with the competitors' sales strategies and their upgraded technologies.

- Responsible for arranging demos as and when required by the customer and ensure effective sales and after-sales services are provided to your customer.
- Handled Dealers and Corporate Sales Successfully.
- Visiting my existing customers according to the schedule to get their feedback on the services, and make sure the process is running smooth.
- Working successfully with the team to achieve an overall and individual target. Work with the team to achieve short- and long-term revenue and profit growth.
- Coordinating with management and client to identify business development opportunities with existing and new clients.
- Update and maintain customer information database on a regular basis.
- Work extra hours if required to ensure getting results or achieving target by ensuring successful sales revenues.
- Travel to customer sites to promote company's products and services.
- Visit clients place, to do site survey & suggest the best suitable product as per their needs.
- Attend client conferences and meetings in order to network with new and existing clients.

Company Name: BAHRAIN OFFICE SUPPLIES & SERVICES (BOSS).

Job Position & Year: Outdoor Sales Executive (September 2017 – October 2018).

As **Outdoor Sales Executive** my duties were,

- Sales, Marketing & Business Development.
- Having a track record of getting results and generating sales & improve the service offered.
- Visit potential customers for new business.
- Internal presentation to improve sales, marketing plans, recommending creative and cost effective promotional activities.
- Increased Lexmark printer's sales & Kobra shredder machine sales.
- Handled Dealers and Corporate Sales Successfully.
- Working successfully with the team to achieve an overall and individual target.
- Handle Presentations, Product demos, and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.
- Coordinating with management and client to identify business development opportunities with existing and new clients.
- Provide high-quality customer service to optimize the purchasing and payment process.
- Travel to customer sites to promote company's products and services.
- Visit clients place, to do site survey & suggest the best suitable product as per their needs.

- Attend client conferences and meetings in order to network with new and existing clients.
- Cold calling, Schedule daily customer appointments and make product presentations.

Company Name: SULEKHA.COM NEW MEDIA PVT LTD

Job Position & Year: Senior Business Development Executive (July 2015 – July 2017):

Company Name: PANTALOONS FASHION AND RETAIL PVT LTD.

Job Position & Year: Customer Service Desk Executive (June 2008 – May 2009)

SKILLS & STRENGTH:

Business Development, Good communication, Leadership qualities, Digital Marketing, Adaptability, Interpersonal skills, Presentation skills, MS-Office, Team management, Customer relationship, Account Development.

EDUCATIONAL:

- M.B.A in Marketing Specialization – Visveswaraya Technical University, India.
- B.B.M in Marketing Specialization – Kuvempu University.

CERTIFICATES:

- Certified Advance Microsoft Excel.
- Certified in Print Management Solution sales YSoft SafeQ 5 - Sales Foundation Training.
- Certified in Print Management Solution sales YSoft SafeQ 6 - Product Specialist Training
- **Digital Marketing:** SEO, SMO, SEM, SMM. Email Marketing, Online Marketing, Direct Marketing, Event Market, Content Marketing, Offline Marketing.
- Computer skills (Microsoft word, PowerPoint, Windows 95, 98, 2000, XP, vista) and typing.

CO-CURRICULAR ACTIVITIES:

- Completed Personality Development Training under VARNAAZ institute.