

ANSARI ASHRAF ALI

Sales & Operations Manager

Address :
Bahrain & KSA

Email:
ansu8a786@gmail.com

Mobile:
(+973) 33293512
(+966) 592772332

OBJECTIVE

To grow with a professionally managed organization by being part of its growth and utilize to the fullest of my experience and skills for achieving organizational goals and ensuring superior satisfaction by optimum use available resources.

Experience

Sales and Operations Manager

August 2015 Onwards

Emirtec Eastern Telecommunication & Information Technology (KSA & Bahrain).

- Develops and expands a portfolio by networking and marketing
- Assesses client IT needs and makes recommendations, including IT equipment and service packages
- Prepares sales visits and presentations to pitch product, service, and combination packages to clients
- Demonstrates IT equipment to highlight product benefits
- Negotiates sales, package discounts, and long-term contracts with clients
- Provides technical advice after sales
- Establishes sales goals and implements a plan to meet those goals
- Tracks progress toward goals and documents sales performance
- Becomes fluent in all products and services offered by the employer through testing, demonstrations, and research
- Answers questions, describes benefits, and discusses pros and cons of various competing products or services
- Gains familiarity with the IT industry, and stays updated on trends and innovative products
- Creates marketing literature and web-based features to promote products and time-sensitive sales
- Attends trade exhibitions and industry events to learn about cutting-edge products and sales
- Works for technology manufacturers, IT consultancies, and technology solutions organizations
- Supervise and direct the operations of Engineers and Technicians
- Operations and acting General Manager

Business Development Manager.

Since 2013

Emirtec Telecommunication & Information Technology (Abu Dhabi – UAE)

- Develop a growth strategy focused both on official gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Arrange business meeting with prospective clients.
- Promote the company's products/services addressing or predicting clients objectives.



PERSONAL DETAILS

Passport No: U0905831
CPR # : 850525624
Sex : Male
Date of Birth: 13th May 1985
Nationality : Indian
Marital Status: Married
Contact No. : +966592772332
Contact No . +973 33293512

LANGUAGES

Very fluent in speaking, writing & reading both English & Arabic, Also Malayalam (mother tongue) & Tamil (good).

DRIVING LICENSE

Holding valid driving license of Bahrain.

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& Bahrain

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- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide strut worthy feedback and after-sales support.
- Build long-term relationship with new and existing customers.
- Develop entry level staff into valuable sales people.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations
- Protects organization's value by keeping information confidential
- Discover profitable suppliers and initiate business and organization partnerships
- Negotiate with external vendors to secure advantageous terms
- Approve the ordering of necessary goods and services
- Finalize purchase details of orders and deliveries
- Collaborate with key persons to ensure clarity of the specifications and expectations of the company
- Control spend and build a culture of long-term saving on procurement costs

Sales Manager

04 Years

Tariq Alkooheji & Bros Group WLL (Kingdom of Bahrain).

- Identifying prospective customers and sources to attain the company's monthly sales target.
- Presenting and discussing the products and services of the company.
- Interior Designing
- Deals and resolve the customer's complaint
- In-charge of the delivery team Installation team
- Making invoices, receipts & quotations
- Handling cash payment
- Meeting up with clients
- Following-up customer's orders

Customer Care Executive

02 Years

Americana (Kingdom of Bahrain)

- Manage large amounts of incoming calls
- Generate Sales Leads
- Identify and assess customers needs to achieve satisfaction
- Build sustainable relationships and trust with customer accounts through open interactive communication

- Provide accurate, valid and complete information by using the right methods
- Handle customer complaints, provide appropriate solutions and alternatives with the time limits ; follow up to ensure resolution keep records of customer interactions, process customer accounts and file documents
- Follow communication procedures, guidelines and policies
- Take the extra mile to engage customers

Sales Executive

1 Year

Assaria Digital Information Technology (State of Kuwait)

- Organizing Sales visits.
- Demonstration & Presenting Products.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibition, conferences and meetings.
- Reviewing Sales Performance.
- Negotiating contract and packages.
- Achieving monthly and annual targets.

Major Projects Completed.

- Saudi Aramco (Hawiyah Residential Compound)
- Al Hajri Tower – Al Khobar.
- Prince Sultan Military College Expansion Building – Dammam.
- KFUPM – King Fahd University of Petroleum and Mineral – Dammam
- Nesaj Compound – 420 Villas – Al Fouzan Group – Al Khobar.
- Arar Hospital - Arar

Education

B.Tech Information Technology

(University of Kerala, India)

TRAINED & CERTIFIED

AT&T (Structured Cabling Solution) 3M (Structured Cabling Solution) – R&M (Structured Cabling Solution) – BIAMP'S VOCIA (Public Address) – EXFO OTDR Operations Training – Unify Siemens.

REFERENCES

I hereby declare that all the above details given are true and correct to the best of my knowledge and belief.

ANSARI ASHRAF ALI