

# MUJEER AHMED SUBHAN



Address : # 502, Al Zarooni building New Muweillah, Sharjha, UAE

## PROFESSIONAL SUMMARY

A hardworking, pro-active and positive attitude professional proven as revenue generator. Adapts at outside and inside B2B and B2C sales, negotiations with decision makers at many levels. Demonstrated ability to build new territories and expand opportunities with existing client base. Out-standing relationship building, team coordination and leadership.

Looking for a suitable position with an exciting and ambitious company that offers genuine room for progression.

## EXPERIENCE

### Area Sales Manager | SDACC Healthcare PVT LTD.

Dates From November 2017 – To December 2019

#### Significant contribution.

- Increased annual business volume within two years, growing sales from Rs.1.3 million in 2017 to Rs.4.0 million in 2019 by providing exceptional customer service and establishing quality as per NABH.
- Located and acquired new business clients with annual revenues up to Rs.2 million by utilizing internal leads, creating a network of contacts and seeking out referrals.
- Developed and implemented innovative monthly, quarterly and annually business development plans to drive business growth.
- Actively contributed in the assessment and analysis of referral source statistics while delivering appropriate recommendations to design business-planning strategies.
- Managed existing clients and ensured that they stay satisfied, positive and remain in good standing while promoting growth in sales.
- Meeting existing clients regularly to understand their future needs as per their business plan and presenting viable solutions and services opportunities.
- Grow and retain existing accounts by presenting new solutions and services to clients.
- Identify potential new counter's/ clients, and the decision makers within the client organization.
- Planning persuasive approaches and pitches that will convince potential clients to do business with the company.
- Meeting potential clients by growing, maintaining, and leveraging network to ensure a robust pipeline of opportunities.
- Working with teams to develop proposals that speak to the client's need, concerns, and objectives.
- Continuously exceed all personal, direct and corporate quotes.
- Handling objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Identifying opportunities for campaigns, home collections, services that will lead to an increase in sales.
- Train, mentor, and shadow sales team members, including appointment setting, outbound cold calling, prospecting and negotiating sales contracts with new and existing accounts.
- Successfully maintained the sales territory in order to meet the goals utilizing sales techniques such as cold calling, home collection and contact planning.
- Built and maintained strong relationships with diagnostics staff including pathologist, lab technicians, logistic director, logistic team, administrators and accounts team to ensure optimal business success.
- Ensuring that tests are done accurately under pathologists guidance as per NABL & NABH guidelines.
- Serve as an educational resource for schools, churches, patients, families and healthcare professionals.

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**Showroom Manager | Tile Boutique.**

Dates From November 2016 – To October 2017

Significant contribution.

- Increased sales by 30% during the first year by providing exceptional customer service and establishing quality.
- Carried out all phases of sales transaction from qualifying the client using strict company guidelines, to sales.
- Created a strong visual appearance of the showroom by effectively executing merchandise plans and strategies.
- Educated customers about quality and value of [company name] products.
- Recruited and trained showroom assistants as well as provided training and guidance to them.
- Coordinated and hosted events promoting [company name] products

**Officer Customer & Marketing Service | H&R Johnson (India) PVT LTD.**

Dates From November 2014 – To November 2016

Significant Contributions.

- Managing marketing functions includes BTL activities
- Implement strategies for launching of new products and revamp of the existing Brands
- Manage Advertising Agencies and PR
- Timely update of Franchise showrooms
- Contribute timely and effective execution of marketing projects and map their performance through Merchandising.
- News letter & Internal Marketing
- Tracking competitor's moves, gathering market feedback and helping determine appropriate positioning and features to gain competitive advantage in the targeted segment.
- Evolves strategies to ensure repeat purchase of Brand.
- Vendor Management: Coordinate with vendors and external agencies
- Ensure maximum brand visibility and capture optimum Market share

Achievements

- Improved Franchise showroom's module to showcase Brand range
- Improved displays in Lee Studios & Dealer shops which helped in customers buying process
- MIS
- Training – contractor staff in case of project and shop assistant in case of dealer
- Active participation in meson meets, exhibitions, promotions etc. (technical aspects)
- Dealer display audit.
- Conducting Induction program for fresher's.

**Senior Executive Purchase QA&QC | Indovedic Nutrients PVT LTD.**

Dates From July 2011 – To Oct 2014

Significant Contributions.

Responsible for working closely with the selected supplier and managing the companies procurement, QA & QC activities. Also providing leadership for the purchasing department, QA & QC department and motivating staff to achieve maximum performance and efficiency. Making sure that the department works within all of the companies Operational Procedures.

- Developed market strategy, Procurement plan & Vendor selection.
- Export Import documentation, Invoice, etc.
- Managing & maintaining the purchase records and archives
- Procurement of Raw Herbs & Herbal Extracts as per the requirements.
- MIS Report.
- Tracking the records of Cultivators, Traders & Manufacturers
- Responsible for monthly forecast plan for the entity for Domestic Sales.
- Ensuring On time supply of materials to customers.
- Resolving Transportation related Issues & Implementing best practices to Improve On Time Delivery.
- Maintaining customer relations and ensuring optimum levels of customer service throughout the region
- Clearance & Liquidation of Non moving stocks.
- Handling all India Payments for Vendors.
- Inventory Management
- Handling Inbound & Out bond Logistics
- Keeping accurate records of discussions or correspondence with customers;
- Analyzing statistics or other data to determine the level of customer service your organization is providing;
- Writing reports analyzing the customer service that your organization provides;
- Preparing and providing Lab reports, Product Specification, COA, PFC, Write-ups, MSDS, COC etc., to the customers.
- Training staff to deliver a high standard of customer service;
- Learning about your organization's products or services and keeping up to date with changes;
- Organizing and attending events and exhibitions

### SKILLS & ABILITIES

- |                         |       |
|-------------------------|-------|
| • Business Development  | ★★★★★ |
| • Sales                 | ★★★★  |
| • B2B                   | ★★★★  |
| • B2C                   | ★★★★  |
| • Account Management    | ★★★★★ |
| • Negotiation           | ★★★★★ |
| • Market Development    | ★★★★  |
| • Relationship Building | ★★★★★ |
| • Decision Making       | ★★★★★ |
| • Procurement           | ★★★★★ |
| • Logistics             | ★★★   |
| • Quality Control       | ★★★★★ |
| • Quality Analyst       | ★★★★  |

### ACADEMIC ACHIEVEMENTS AND AWARDS:

- **NCC:** B & C-Certificate, National Integration Camp (W.B), Leadership Qualities, Combined Annual Training Camp (Dodbalapur)-quarter guard.
- Participated in the one day awareness program on Biodiversity related issues and Peoples Biodiversity Register conducted at G.F.G.C, Ramanagar.
- Certificate by Bharat Vikas Parishad for social service

- Won various trophies and certificated in school and college competitions.
- Won first place in college chess competition and Second place in National Integration Camp.
- Runner-up in college poster presentation competition.

### **EDUCATION**

M.sc (Biotech) - Bangalore University - 2010

Bsc. (Biotech) - Bangalore University - 2008

### **REFERENCES**

**Mearaj Khan, Sdacc Healthcare PVT LTD**

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**Syed Kathib Ur Rehman, Tile Boutique**

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**Mohammed Azmathullah Khan, H&R Johnson (India) PVT LTD**

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**Umesh MB , Indovedic Nutrients PVT LTD**

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