**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**A.NAINA MOHAMED** 🕿:**9944886700** 🖂: nainamd.1988@gmail.com

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**CAREER OBJECTIVE:** I am highly driven hardworking individual seeking for a full time role in an organization, where I can utilize my skills and ability for the betterment of the company and myself. Consistency in achieving the goals and my willingness to learn would help me prove to be an asset for your organization.

**WORK EXPERIENCE: BEST AND CHROMPTON PVT LTD**

 **Data Analyst ( 2011 -2012 )**

* Worked with operation strategy team to evaluate and enhance the performance of the Best and Chrompton Ltd.
* Analyzed massive and highly complex data sets, performing ad-hoc analysis and data manipulation.

**SIBHUSS**

**Senior Business Development Executive. (2013-2015)**

* Sold the complete offering of company products and services to assigned opportunities.
* Managed new customer’s implementation by directing company implementation resources and managed customers.
* Assisted other sales and services resources when called upon by the Field Sales Manager.
* Maintained strong relationships with key contacts in existing customers and develop new customers.
* Leveraged my technical and industry-specific knowledge to develop strategic business development plans.
* Developed incentive and marketing programs for customers.

 **CANVERA DIGITAL TECHNOLOGIES PVT LTD**

 **Key Account Leader.(2015 -2017)**

* Developing new business opportunities and maintaining healthy relationship with the existing clients
* Increasing in both domestic and international sales through cold calling and video conferencing.
* Mapping the clients requirements and to coordinate internally to get final output the same.
* Handling a team of sales representatives.
* Coordinating and assigning task to the my team members and to oversee they complete them on time.
* Maintained strong relationships with key contacts in existing customers and develop new customers.
* Leveraged my technical and industry-specific knowledge to develop strategic business development plans.
* Developed incentive and marketing programs for customers.

**Globe Logistics Saudi Arabia- DAMMAM OPERATION SUPERVISOR**

 **GLOBE CONTAINER TERMINAL-(2017-2023)**

* Transportation Management
* Yard Supervision
* Equipment Management
* Labor Management
* Supply Chain Management (Import & Export shipments end to end supervision)
* Vendor's Account Management
* Procurement Coordination
* Operational budget preparation
* Data Analysis & Planning (Scope of Cost Saving)
* Monthly performance report
* Weekly kpi report
* Preparation for Daily inventory report for IN & OUT
* Yearly revenue report

 **EDUCATION: Master of Business Administration, 2011**

 **System and Marketing**

 **SRM University, Chennai.**

 **B.Sc Information Technology, 2009**

 **PRIST University, Thanjavur**.

***SKILLS:***

public speaking / presentation / communication/

 leadership / MS-Office / Team Player/ Problem

 Solving / Pre- Planning.

***CERTIFICATION:***

 IICL basis training certificate in container repair.

 Diploma in Network Engineering (DNE).

***LANGUAGE:***

Proficient in oral and written: English and Tamil.

***STRENGTHS*:**

 Self-motivated and willing to learn good

 Communication skills share and gain knowledge from

 the team.