**SHAIK KARIMUDDIN**

**H. NO. : 13-6-9,**

**NEAR GOVT COLLEGE,**

**JANGAREDDYGUDEM ,**

**ANDHRA PRADESH.**

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Contact no:7013897977,9966876771

**CAREER OBJECTIVE:**

To secure a challenging and rewarding opportunity in the Sales &Marketing field which is in-line with my qualification and experience which effectively utilizes my analytical and technical skills. Familiar with the identification of prospects, attending client meeting, product demonstrations, Positive, Energetic, Focused and eager to further grow and develop

**OBJECTIVE**

Seeking a responsible job with an opportunity for professional challenges.

**SUMMARY**

Dynamic professional with 12 years experience in financial asset management and Fmcg.

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Career HISTORY: in fmcg

Arabian Trading Supplies Company (ATS)

Designation : Sales Man Cum Merchandiser. MARS DIVISION.

Job location : Jeddah, MECCA, TAIF, ALBAHA (Saudi Arabia).

Duration : JUNE 2016 to JULY 2017.

VIJYA MILK & Foods Ltd.Sales Man.VIJYAWADA.July 2010 to September 2014

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SUN RISE BUSCIUTS SALES Man.VIJYAWADA December 2014 to March 2016

Job RESPONSIBILITIES:

* Introducing and expanding the marketing of company in the given region.
* Heading the sales and marketing for Jeddah ,MECCA, TAIF, ALBAHA (Saudi Arabia).
* Involved in managing distributor.
* Involves contacting and meeting with potential buyers.
* Entails identifying and targeting prospective customers and answering their questions about products, prices, credit terms and other matters.
* Making sure products and services are supplied to customers on time.
* Marketing and creating awareness about the various products offered by the company in my territory.
* Implement the schemes to distributer and the retailers.
* Responsible for new outlet addition month on month as per norms decided by the company.
* To achieve short and long term business and financial objectives, and to increase sales and market share while maintaining the margin expectations.
* Involved in checking supplies, placing orders, creating product displays and working with retailers to improve product placement.
* Giving regular feedback and information to our brand performance and competitive activity Provide regular feedback to senior management about marketplace and competitor activity.
* Prime importance is held by the primary and secondary sales.
* Reviewing our own sales performance, aiming to meet or exceed targets.
* Responsible for meeting business targets that are set during the development of the business and marketing plans.
* Developing strong working relationships with prospective new retailers. Launching incentive programs to generate and increase sales.
* Coordinating and supervising the day-to-day sales efforts of the team.
* Training and coaching team members on selling techniques.
* Leading, directing and motivating the sales team.
* Gaining a thorough understanding of every customer’s needs in order to offer them the best solution.
* Conducting real-time phone monitoring of staff.
* Promptly handling customer complaints.
* Monitoring and responding to changing service level requirements.
* Maintaining accurate records of customer contracts.
* Attending all company departmental and general meetings.

ACHIEVEMENTS:

Increased sales in my territory **by 3 to 4 lacks Saudi Riyal** per month.

KEY SKILLS AND COMPETENCIES:

* Able to identify and qualify potential new clients.
* Ability to recognize buying & closing signals.
* The ability to research potential corporate clients in detail.

**Since MAY 2021: Niva Bupa Health Insurance as Senior Cluster Relationship Manager**

RAJAMUNDRY AND KAKINADA CLUSTER AXIS BANK CHANNEL FROM 2021 TO TILL NOW.

Visiting all 32 branches in my cluster and Managing the resources to generate the Health Insurance Business.

**CAREER HISTORY:**

* Previously worked at Aditya Birla Sun life insurance Company As Senior Client Relationship Manager .HDFC Channel. Rajahmundry East & West Godavari dist. December2017 to TILL NOW

**JOB RESPONSIBILITIES:**

* Training and coaching on insurance product to bank staff
* Conducting real-time monitoring of staff.
* Promptly handling customer complaints.
* Monitoring and responding to changing service leve

**PERSONAL ATTRIBUTES:**

* Able to successfully function during times of uncertainty and changing priorities.
* Aptitude for decision influencing and making.
* Can speak Fluently more than FOUR languages.
* Proficiency in MS-Office like MS-Excel, MS-Word & MS-Power Point, Outlook.

Academic Qualification:

BSC COMPUTERS,

INTERMEDIATE

(10+2 MATHS PHYSICS CHEMSTRY

DIPLOMA IN COMPUTER Year of Passing: 2010

## PERSONAL PROFILE:

Name **: SHAIK KARIMUDDIN**

Date of Birth **:** 19-01-1992.

Marital Status **:** Married.

Nationality **:** Indian.

Hobbies **:** Travelling, Exploring New Places, Playing Sports.

Languages Known **:** English, Arabic, Urdu, Telugu, Tamil,& Hindi.

LICENCE INDIAN HEAVY LICENCE

SHAIK KARIMUDDIN