



MOHAMMED ABID SHAIKH

BUSINESS DEVELOPMENT
REPRESENTATIVE

United Arab Emirates, Dubai.
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ABOUT ME

With over 10 years of experience as a proven expert in business growth, account management, and logistics and supply chain management, I specialize in strategic sales. My expertise encompasses marketing, negotiation, and leadership, enabling me to make a significant impact on team success. I am eager to leverage my skills to drive results and enhance performance for your organization.

SKILLS

SALES FORECASTING

NEGOTIATION

CUSTOMER RELATIONSHIP
MANAGEMENT

DOCUMENTATION

LOGISTICS MANAGEMENT

ORDER PROCESSING
COORDINATION

DATA ANALYSIS

COST MANAGEMENT

ROUTE PLANNING

MICROSOFT OFFICE

LANGUAGES

ENGLISH

ARABI

HINDI

URDU

WORK EXPERIENCE

ZAHRAT AL

RAWABY

READYMADE

GARMENTS

Sharjah U.A.E

Apr2021-Present

On Notice period

Sales Development Representative

- Proven track record in spearheading sales teams to achieve outstanding results through exceptional client relations and top-tier customer service.
- Extensive expertise in product knowledge, including service lines, policies, procedures, and support services.
- Proficient in analyzing customer needs to offer tailored product and service solutions, while meticulously maintaining records for follow-up and reporting.
- Managed the transportation of imported fabrics from India, ensuring seamless logistics and delivery.

Custom Clearance Clerk

- Proficient in data entry and meticulous record keeping, ensuring accuracy in all custom documentation for both export and import, including invoices, packing lists, and certificates of origin.
- Skilled in managing E-Clearance via E-Mirsal for import, export and transit processes within free zone companies.
- Expert in inventory control and coordination with warehouse teams to maintain optimal stock levels for timely shipment.
- Experienced in overseeing the importation of heavy equipment and machinery for repair, ensuring compliance with all customs regulations.

Sales Representative (Outdoor)

- Led the sales force in executing a dynamic sales strategy, focusing on key account management and driving initiatives in sales development, marketing, customer retention and pricing optimization.
- Coordinated logistics and customs processes in Dubai to ensure timely shipment delivery, while promoting product branding for high-profile clients like Jockey in hypermarkets.
- Managed merchandising and ensured on-time product delivery in alignment with customer orders.

General Accountant/Sales Executive

- Expertise in preparing financial statements, journal entries and account reconciliations to ensure accuracy and compliance.
- Skilled in compiling, analyzing, and reporting financial data to inform strategic decision-making.
- Experienced in creating critical financial reports including profit and loss statements and balance sheets for performance tracking.

JAYSON SHIP

REPAIR AND

MARINE SERVICE

L.L.C

Sharjah U.A.E

Feb2020-Mar2021

YELLOW FLOWER

TRADING L.L.C

DUBAI, DEIRA U.A.E

Aug2018-Dec2019

ALSANAM

TAILORING&

EMBROIDERY

Shajah U.A.E

Jan2011-Aug2018

PERSONAL DETAILS

Date of birth
16/03/1987

Nationality
Indian

Visa status
Employment on Notice period

Marital status
Married

DRIVING LICENSE

Driving license category
Light vehicle Manual

COURSE

Higher Diploma in Information System Management .

NATIONAL INSTITUTE OF INFORMATION TECHNOLOGY (NIIT)
Pune Maharashtra India
OCTOBER 2008 - JULY 2010

- Strong ability to monitor and report on sales performance, identifying trends for actionable insights.
- Innovative thinker, dedicated to suggesting strategies to increase sales and enhance the client experience.

EDUCATION

MANIPAL UNIVERSITY
Dubai
International Academic City
U.A.E
2015

MBA Master of Business Administration

- Specialized in Operations Management
- MBA focused on streamlining logistics and supply chain management
- Mastered process improvement techniques including Inco terms, Letters of Credit and warehouse management systems.

UNIVERSITY OF PUNE
Pune,
Maharashtra,
India
2009

Bachelor in Commerce

- Specialized in Banking & Finance with a focus on financial analysis and investment strategies.
- Comprehensive understanding of market dynamics and risk management principles.