

AHMED HUSSAIN NADEEM

Business Development Manager

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DB 11.12.1981

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PROFILE

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- Well-versed with business development skills and maintaining customers relationship.
- Passionate professional with wide variety of experience in different industries. Assistant top-level managers in coordination, planning, managing and execution of project plans and daily activities.
- An asset for any team that look for determination, qualified and proficient individual. Brilliant administrator who is highly productive at inspiring teams and rearranging operations. Analytical issue solver and impressive communicator with flair for thinking outside the box for creative solutions.
- Ready to join a company that entails for dedication, professionalism and commitment. Bring value to the company through faster execution in an efficient manner by proper planning, organizing and execution of the projects. Excellent communicator with the expertise of conveying message through different mediums.

EDUCATION

2004 - 2006	MBA (Marketing) Swami Ramanand Teerth Marthwada University, Nanded, INDIA
2002 - 2004	M.com (Marketing) Swami Ramanand Teerth Marthwada University, Nanded, INDIA
1999 - 2002	B.com Swami Ramanand Teerth Marthwada University, Nanded, INDIA

EXPERIENCE

<u>2015 - Present</u>	<u>SSN Enterprises (Hyderabad, India)</u> SSN Enterprises deals in Plastic products like Plastic Barrels, Plastic Meter Box and Plastic Crates etc.
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<u>Job profile :-</u>	<u>Business Development Manager</u>
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- Developed and implemented strategies to increase sales and market share.
- Identified potential clients, built relationships, and negotiated contracts.
- Maintained a database of existing customers and prospective leads.
- Conducted research on industry trends, competitor activities, and customer needs.
- Analyzed customer feedback to identify areas for improvement in products and services offered.
- Monitored competitors' activities, prices, products, services., in order to stay ahead of the competition.
- Managed all aspects of client accounts including contract negotiations, project planning, budgeting, invoicing and payment processing.
- Developed short-term and long-term vision and strategy to achieve targeted sales objectives.

<u>2012-2015</u>	<u>Middle East Plastic Industries (Jeddah, Saudi Arabia)</u> Middle East Plastic Industries deals in Export of Plastic Granules (HD, PP, LD) and Plastic resin
<u>Job profile :-</u>	<u>Logistic Coordinator</u> <ul style="list-style-type: none">• Handling export shipments of multi destinations across Asia, Europe and Gulf.• Organized transportation of goods in accordance with customer requirements.• Conducted regular meetings with customers, carriers, vendors, management and staff to address any issues or concerns regarding logistics procedures.• Monitored the delivery of shipments to ensure on-time arrival at destination.• Managed inventory control activities including tracking stock levels and ordering new materials when needed.• Ensured compliance with all applicable laws, regulations and safety standards related to logistics operations.• Maintained records of all incoming, outgoing shipments by creating detailed reports that included shipment origin, destination, route taken and delivery date, time.• Prepared documents related to customs clearance such as bills of lading and invoices.• Analyzed current shipping processes and identified areas for improvement in order to reduce costs or improve efficiency.

<u>2010 - 2012</u>	<u>Asit C Mehta Investment Interrmediates Ltd.(Navi Mumbai, India)</u> It's a Financial service company deals in Indian stock market products such as equity, mutual fund etc.
<u>Job profile :-</u>	<u>Branch Incharge</u> <ul style="list-style-type: none">• <i>Managed branch overall activities.</i>• <i>Ensured the productivity of Branch by planning activities for sales, identification of training needs and measurement of product penetrations.</i>• <i>Build up brand and Corporate Relations by contributing to the profitability of the Branch through active participation in business development efforts.</i>• <i>Managed operations and customer service activities of the Branch. Perform sales leadership functions for the Branch, such as coaching, sales meetings and briefs.</i>• <i>Acquired customers on regular basis by focusing on customer awareness and customer satisfaction.</i>

LANGUAGES	SKILLS
English	Effective interpersonal skills
Hindi	Task Master, Ambitious,
Marathi	ConfidentBusiness Development
Urdu	skill Strategic Planning
Arabic	Good Leadership quality
PERSONALITY	SOFTWARE SKILLS
Communicative	Microsoft Word
Creativity	Microsoft Excel
	Microsoft PowerPoint