

# MIRZA MUDASSIR BAIG PROFESSIONAL SALES & MARKETING

10 Years of Experience along with 2 Years of Saudi Arabia and 8 years India

VISA STATUS : - VISIT VISA DUBAI VALIDITY : - August 2023

#### **PROFILE**

- Expertise in driving sales & marketing initiatives aligned with business goals and industry standards with verifiable year-after-year success in achieving peak revenue, profit and business growth objectives
- Proficient in steering business planning & performance management of channel partners, including development and execution of joint sales plans, local area marketing, pipe-line management and hosting constructive meetings
- Skilled in Establishing & nurturing strong rapport with key clients for the purpose of developing the business, thereby increasing profitability
- Excellent communication & interpersonal skills with strong team building, problem solving and organizational abilities

### **EDUCATION**

GRADUATE B.COM - 2017
UNIVERSITY OF CALICUT

SECONDARY SCHOOL CERTIFICATE - 2011 QUEST HIGH SCHOOL

## **WORK EXPERIENCE**

BIN-DAWOOD HOLDING & DANUBE SUPERMARKET (KSA) SALES SUPERVISOR - ELECTRONIC DEPARTMENT DEC 2019 TO AUGUST 2022

#### **DUTIES AND RESPONSIBILITIES:**

- Receive incoming call of Costumer
- Coordinate with after sales service
- Listen Costumer issue and try to resolve
- Make note about what the common complaints and report to quality department deli
- Cold calling with potential customers to prospect for new business
- Checking the Costumer if resolved the issue then repot to management

#### LG ELECTRONICS PVT .LTD SENIOR MERCHANDISER AUG 2016 TO NOV 2019

#### **DUTIES AND RESPONSIBILITIES:**

- Maintains store shelves by observing displays of company products; removing damaged products; tidying store shelves; providing optimum display of products.
- Completes call report by observing display and pricing of competitors' products.

#### **ACCOMPLISHMENTS:**

 Increased sales by getting approvals for major ongoing projects in Hyderabad, India. Performing monthly sales forecasting and competitive analysis to determine accurate performance levels and need for growth into current and additional vertical markets

#### LANGUAGES

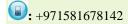
Arabic English Hindi Urdu

#### **SKILLS**

#### **MICROSOFT**

WORD, EXCEL, POWERPOINT

#### CONTACT



: +91-9000516928

: mudasirbaig77@gmail.com

#### PERSONAL DETAILS

Address: Near Abu Baker Al Siddique

Metro station – Dubai

Nationality : Indian

Marital Status: single

**Date of Birth**: 18/06/1993

**Driving License:** Valid Indian Driving

License

Passport Details: P7375288

**DECLARATION**: I hereby declare that the above written particulars are true to the best of my knowledge and belief.

#### **SAMSUNG**

## SENIOR MERCHANDISER NOV 2013 TO JULY 2016

#### **DUTIES AND RESPONSIBILITIES:**

- Maintains store shelves by observing displays of company products; removing damaged products; tidying store shelves; providing optimum display of products.
- Maintains inventory by restocking shelves with product from inventory; observing inventory levels; prompting store management to reorder when levels appear low; arranging for return and credit for damaged products.
- Completes call report by observing display and pricing of competitors' products

#### ACCOMPLISHMENTS:

• Expanded sales by 20%through innovative selling techniques such as product presentations and seminars amplified customer base by 30% through maintaining effective relationships

#### RELIANCE BROAD BAND MARKETING EXECUTIVE JUNE 2012 TO OCT 2013

#### **DUTIES AND RESPONSIBILITIES:**

- Demonstrated ability to increase productivity and continuously improve methods, approaches, and departmental contribution. Commitment to continuous learning.
- Demonstrated effectiveness in holding conversations with customers, customer evangelism, and customer-focused product development and outreach.
- Ability to coordinate the efforts of a large team of diverse creative employees.

#### ACCOMPLISHMENTS:

 Part of a team of 5 sales executives in a promotional campaign that resulted in increased sales of company by 20%.



