



JISHAR SIDDIQUE

Sales Head

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CORE COMPETENCIES

- Sales Management
- Business Development
- Key Account Management
- Budget Management
- Market Research
- Client Relationship Management
- Sales Strategy
- Team Leadership
- Negotiation Skills
- Brand Management
- Product Development
- Customer Satisfaction
- Market Penetration
- Operational Efficiency
- Cross-Cultural Communication

EDUCATION

- MBA in Marketing and Finance from Calicut university, India in 2009
- B.Com. from Calicut university, India in 2005

WORKSHOPS ATTENDED

- Customer Relationship management
- Mastering Product Management
- Profitable Business management session
- New Product Development
- Business Presentation Skills

SOFT SKILLS

- Cross-Functional Collaborator
- Sr. Level Communicator
- Leader & Planner
- Change Agent

Seeking a senior-level position to leverage expertise in business development, key account management, and strategic sales initiatives to drive growth and enhance market share in a fast-paced environment. Passionate about building long-term relationships and delivering exceptional customer value while leading teams to achieve organizational goals.
Location Preference: UAE & GCC

PROFILE SUMMARY

- ❖ **Accomplished Assistant Sales Manager with 15 years of robust experience in the UAE**, adept at driving revenue growth and market expansion through innovative sales strategies and dynamic team leadership.
- ❖ **Extensive grass root** - experience of managing sales & business development **across entire GCC region.**
- ❖ Impressive success in **engaging with clients** from diverse segments with proven excellence in providing solution based approach, focused on resolving their needs, thereby creating a win-win situation for long-term client retention.
- ❖ **Thorough understanding in brand building all forms of brand communication**, growing brands sales & consumer franchise & managing professional associates.
- ❖ **Proven track record in identifying and capitalizing on new business opportunities across diverse markets**, forging strategic partnerships, and launching products that align with evolving consumer needs.
- ❖ **Skilled in cultivating and managing high-value client relationships, leverage CRM systems** to enhance customer engagement and loyalty, while consistently achieving superior customer satisfaction rates.
- ❖ **Expert in optimizing operational processes and budget management**, ensuring efficient resource allocation and delivering exceptional performance against organizational goals through meticulous planning and execution.
- ❖ **Sensitive to the intricacies of multicultural environments**, successfully coordinating cross-functional teams and operations across the UAE to enhance collaboration and drive business outcomes.
- ❖ **A creative thinker with a proven ability to design and implement forward-thinking marketing strategies** that generate leads, boost sales volume, and increase market share, contributing to substantial bottom-line growth.

CAREER TIMELINE



WORK EXPERIENCE

Sep 2022 – Present: Assistant Sales Manager – Entire GCC
Butterfly LLC,

KEY RESULT AREAS:

- ❖ **Strategizing End-to-End Sales Solutions:** Driving revenue growth and operational efficiency by formulating comprehensive sales strategies, optimizing operations, and aligning initiatives with long-term corporate objectives.
- ❖ **Accelerating Revenue and Pipeline Growth:** Leveraging strategic sales solutions, data-driven analytics, and robust channel partner alliances to rapidly increase revenue and pipeline growth within a short period of on-boarding.
- ❖ **Leading Profit Center Operations:** Managing business operations for the profit center, achieving pre-planned sales and revenue targets, and developing budgets to port operational and business development initiatives.

- ❖ **Implementing Annual Business Strategies:** Spearheading the formulation, development, and execution of annual business strategies that drive revenue growth, optimize sell-through, and enhance profitability.
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- ❖ **Restructuring for Profitability:** Introducing key operational improvements, including the establishment of new local offices, forming strategic partnerships, and restructuring teams to boost profitability and streamline business processes.
- ❖ **Overseeing Business Development Strategy Execution:** Leading the development, review, and communication of business development strategies, ensuring alignment with strategic objectives and effective execution by the team.

Apr 2018 – Aug 2022: Assistant Sales Manager and Procurement in-charge

Clean Tech General Trading, UAE

KEY RESULT AREAS:

- ❖ **Employee Development:** Fostered the development of an employee-centric company culture, prioritizing quality, continuous improvement, key employee retention, professional development, and high performance.
- ❖ **Client Relations:** Maintained relationships with key account clients by delivering comprehensive solutions and services within the Company barrier.
- ❖ **Procurement initiative:** responsible for the procurement of all goods and services for the day to day trade by ensuring best price and quality to serve the customer.
- ❖ **Sales Management:** Managed a sales team of Eight, playing a critical role in driving organizational growth.
- ❖ **Coaching and Mentoring:** Provided coaching, mentorship, and career development opportunities for staff, including overseeing on-boarding for new employees and ensuring career progression. Designed and maintained work systems, procedures, and policies to optimize the performance of personnel and resources.
- ❖ **CRM Implementation:** Implemented a CRM program to enhance relationships with business partners and streamline operations.
- ❖ **Performance Leadership:** Led employees to consistently meet organizational expectations for productivity, quality, continuous improvement, and goal achievement.
- ❖ **Workplace Culture:** Cultivated a workplace culture aligned with the organization's mission, vision, guiding principles, and values.
- ❖ **Operational Management:** Managed follow-up on payments, stock forecasting, and day-to-day planning activities to ensure smooth operations and successful attainment of organizational goals.

HIGHLIGHTS:

- ❖ **Operational Oversight:** Oversaw operational, budgetary, and financial management of the department, ensuring alignment with organizational objectives and optimal resource allocation.
- ❖ **System Implementation:** Designed and implemented robust systems that streamlined work-flows and effectively achieved departmental goals, enhancing overall efficiency and productivity.
- ❖ **Business Development:** Successfully negotiated and secured business deals with key partners, including Madeena, Km Trading, and Sajitha Hypermarkets, contributing to significant revenue growth.
- ❖ **Communication Enhancement:** Fostered transparent communication across the organization by facilitating department meetings, conducting one-on-one discussions, and utilizing various channels such as email and instant messaging to share important information.
- ❖ **Customer Growth:** Drove customer retention and growth by introducing a diverse range of products within company limits, enhancing existing customer relationships and increasing overall sales.

Apr 2008 – Mar 2018: Fine Hygienic Paper FZE, Abu Dhabi

Growth Path –

Apr 2008 – Jun 2010: Self Service Executive -Traditional Trade Dept.

Jul 2010 – Sep 2012: Key Account Executive for handling key Retailers like Lulu, Carrefour & Coops

Oct 2012 – Feb 2014: Sr. Business Development Executive - Modern Trade Dept.

Mar 2014 – Apr 2018: Key Account supervisor -Modern Trade Dept.

HIGHLIGHTS:

- ❖ **Growth Achievement:** Achieved 26% growth in 2017, setting a new performance benchmark.
- ❖ **Record Revenue:** Generated 36 million in annual revenue from the sensitive hospital and pharmacy channel in 2017.
- ❖ **Revenue Augmentation:** Increased revenue by AED 65 million through new product introductions.
- ❖ **Team Management:** Managed and trained 4 sales staff and 25 merchandisers to enhance operations.
- ❖ **Retail Partnerships:** Built relationships with UAE retail giants like LULU and CARREFOUR for sales growth.
- ❖ **Pharmacy Collaboration:** Closed business gaps with key pharmacies, achieving 1.5 million in monthly sales through various products.
- ❖ **Profitability Maintenance:** Ensured strong profitability ratios while adhering to company policies.
- ❖ **Strategic Execution:** Led internal and external strategies to optimize business growth across verticals.

PREVIOUS WORK EXPERIENCE

Aug 2005 – Feb 2008: C-Store Supervisor

ADNOC Distribution, Abu Dhabi

PERSONAL DETAILS

Date of Birth: 24th April 1984

Languages Known: English, Arabic, Malayalam, Hindi & Tamil

Permanent Address: Mowaihat 2 Ajman

Visa Status: Residence Visa

Nationality: Indian

Passport Details: T1694347

Driving License: LMV UAE & INDIA

Marital Status: Married

No. of Dependants: 3