



CONTACT DETAILS

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DUBAI, U.A.E

ACADEMIC DETAILS

- MASTERS IN ARTS

SKILL

- DECISION MAKING
- PROBLEM SOLVING
- TIME MANAGEMENT
- COMMUNICATION
- DELEGATION

PERSONAL INFORMATION

Nationality : India

Date of Birth : 28-04-1982

Passport NO : S 8779665

Marital Status : Married

Visa Status : Residence

LANGUAGES KNOWN

- English
- Hindi
- Malayalam
- Tamil

MAHESH KK

A natural leader and a Master of Marketing, who holds the professional credential of **Master of Arts** with **16+ years** of experience in UAE, with valid **UAE Driving License**, looking for specialist roles in marketing, sales and operational field which leads to both individual and organizational growth.

PROFESSIONAL EXPERIENCE

RUKN AL RAMS MEDICAL STORE LLC. Sharjah

Business manager (From September 2022 to date)

- Identifying and establishing new business.
- Demonstrating or presenting products to healthcare staff including Doctors, Nurse and Pharmacists.
- Meeting both the business and scientific needs of healthcare professionals.
- Attending and organizing trade exhibitions, conferences and meeting.
- Identifying emerging markets for new opportunities
- Reviewing sales performance and managing budgets.
- Achieving sales targets.
- Writing reports and other documents.

ALCAN WATERPROOFING LLC Dubai

Senior Sales Executive (2018 – 2022)

- Identify & analysis market weakness in comparison with competitors.
- Review quotations and costing at the stage of price negotiations and finalizing contracts.
- Ensure timely completion of Projects with high quality as per the project specification & contract terms
- Maintain good relationship with suppliers and manufacturers.
- Develop appropriate relationships with potential customers to win profitable business for the network.
- Fulfill the customers needs and expectation with better solutions

LLOYD HEALTH CARE, India.

Area Sales Manager (2016 – 2018)

- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.
- Providing consistent and motivated leadership and direction to all team members.
- Collecting customer feedback and market research
- Monitoring sales team performance, analyzing sales data, periodical forecasting, and reporting to zonal heads.

CAD PHARMA India.

Area Sales Executive(2011-2016)

- Responsible for arranging meetings with reputed Hospitals and Doctors for strategic tie-ups.
- Promote our products in reputed Pharmacies.
- Coordination on, support, and responsible for achieving the profit targets.
- Meet 10 Doctors and 5 Pharmacists as a daily routine procedure.

OXFORD Contracting LLC, Sharjah

Marketing Executive/Office Administrative(2007-2011)

- Negotiate with clients and finalize deals, maintain existing accounts and also develop new business.
- Supervision of daily office matters.
- Preparation of Pay Roll.
- Recruitment of laborers as per the company's requirements.
- Report to the Administration Manager and Business Development Manager.

DECLARATION

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

Mahesh KK