



# MUHAMMED SHAHARUDHEEN

## BUSINESS DEVELOPMENT MANAGER

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📍 Burjman , Dubai , UAE

🛂 Pass port No: X6566011

### ABOUT ME

Dynamic and results-driven Business Development Manager with a proven track record of exceeding sales targets and driving revenue growth. Seeking opportunities to leverage my skills in sales strategy, client relationship management, and market expansion to contribute to a forward-thinking organization along with **14** years of experience in sales and marketing.

### EDUCATION

#### Master Of Business Administration

Madhurai Kamaraj University

2008 - 2010

#### Bachelor of Mathematics

Calicut University

2003- 2007

### SKILL

Sales strategy

Business development

Client relationship management

Market analysis

Negotiation

Team leadership

Communication

CRM Software

Eco-green Software

### LANGUAGE

English

Hindi

Tamil

Malayalam

### WORK EXPERIENCE

#### Business Development Manager

Relief Medical Solution pvt ltd , India

Dec 2016- Present

#### Retail Operation Manager

Mar 2013-Jun 2014

- Spearheaded sales initiatives, resulting in a 30% increase in revenue within the first year.
- Developed and executed strategic plans to penetrate new markets and expand the client base.
- Cultivated strong relationships with key stakeholders and decision-makers to drive business opportunities.
- Led a high-performing sales team, providing mentorship, training, and support to achieve sales goals.
- Analyzed market trends and competitor activities to identify growth opportunities and mitigate risks.
- Negotiated contracts and agreements with clients to ensure favorable terms and maximize profitability.

#### Retail Sales Merchandiser

Sands International LLC Dubai , UAE

Dec 2014- Oct 2016

- Exceeded sales targets consistently, achieving sales revenue.
- Identified prospects and generated leads through cold calling, networking, and industry events.
- Conducted product presentations and demonstrations to showcase features and benefits to potential clients.
- Collaborated with cross-functional teams to address customer needs and deliver tailored solutions.
- Provided ongoing support to clients, addressing inquiries, resolving issues, and ensuring satisfaction.
- Maintained accurate records of sales activities, pipelines, and customer interactions using CRM software.

#### Store Manager

Alo Garments India Pvt Ltd , India

Sep 2011- Feb 2013

- Exceeded sales targets consistently, achieving sales revenue.
- Identified prospects and generated leads through cold calling, networking, and industry events.
- Conducted product presentations and demonstrations to showcase features and benefits to potential clients.
- Collaborated with cross-functional teams to address customer needs and deliver tailored solutions.
- Provided ongoing support to clients, addressing inquiries, resolving issues, and ensuring satisfaction.
- Maintained accurate records of sales activities, pipelines, and customer interactions using CRM software.

#### Customer Care Associate & Fashion Assistant

Shoppers Stop Pvt Ltd , Bangalore , India

Nov 2010- Sep 2011

- Assisted with merchandise presentation and visual displays to showcase new arrivals and promote seasonal trends
- Conducted inventory management tasks, including restocking shelves and conducting regular stock checks
- Supported the sales team by greeting customers, offering assistance, and facilitating fitting room experiences