

CURRICULUM VITAE

SHABBIR MOHAMMED MALA

Current Location: Dubai, U.A.E
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Objective

A Competent professional in Sales & Marketing with 10 years of experience in the areas of Operations Management & Team Management. Proactively provided expertise solutions to various organization.

Education

Bachelor of Business Administration. 2011-12

Highlights

- Trained in Business development.
- Proven Sales Track Record
- Goal – Oriented
- Accomplished in Relationship Selling
- Approachable

Work Experience

Sales Development executive at PARMIDA GENERAL TRADING LLC DUBAI UAE. Since Dec. 2020-present.

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Travel within sales territory to meet prospects and customers.
- Build and maintain relationships with new and repeat customers.
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs.
- Negotiate/close deals and handle complaints or objections.

- Collaborate with team members to achieve better results.
- Maintains quality service by establishing and enforcing organization standards.
- Contributes to team effort by accomplishing related results as needed.
- Gather feedback from customers or prospects and share it with internal teams.

Sales & Services Executive at DIRECT I. Mumbai, India Since Apr. 2013- Sep. 2020.

- Build and maintain relationships with new and repeat customers.
- Monitor the company's new products and market conditions to understand a customer's specific needs.
- Ensure the availability of stock for sales and demonstrations.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Oversaw all aspects of data management for CRM software and proprietary database to include updates and backups, report generation and troubleshooting or repair service requisition.
- Directed international import operations and installed systems to maintain compliance with customs import regulations, including valuation, country of origin, classification, and invoicing requirements.

Languages

Proficient in English, Hindi, Marathi, Gujrati & Urdu.

Skills

Technical Skills (MS Office, MS Project, CRM, Operating Systems & Hardware)

Soft Skills (Presentation, Communication, Analytics, Interpersonal, Team Player).

Reference

References will be furnished upon request.

Yours faithfully.

Shabbir Mohammed Mala.