

# SULFI IBRAHIM HAMEED



## Personal

- Address**  
Al Khazana Center, opposite karan park,  
Dubai,
- Phone number**  
0505532554
- Email**  
Sulfi5151@gmail.com
- Driving License**  
India, Bahrain & International
- Gender**  
Male
- Date Of Birth**  
30/09/1985
- Nationality**  
Indian
- Marital Status**  
Married
- Linkedin**  
<https://www.linkedin.com/in/sulfi-ibrahim-hameed-01a80820b>

## Languages

- English ● ● ● ● ●
- Arabic ● ● ● ● ●
- Hindi ● ● ● ● ●
- Malayalam ● ● ● ● ●
- Tamil ● ● ● ● ●

To leverage my expertise in account management and client relationship-building to exceed revenue targets, improve customer satisfaction, and drive business growth through exceptional service and strategic solutions. my proven track record in business development, market analysis, and strategic planning to identify new opportunities, foster key partnerships, and drive revenue growth. My goal is to expand market share and enhance the organization's profitability.

## Work experience

- Key Account Manager (SME-B2B)** Feb, 2021 - Oct, 2023  
Zain Bahrain, Seef - Bahrain  
Key account development, outside sales, Account management, Negotiation, Lead generation, Business - to-Business(B2B), Lead generation, Online advertising, Industrial sales, Sales Strategy, Team leadership, customer services, Communication, Social media communication, Market search, Training
- Account Manager(B2B) & Business Development Manager** Aug, 2012 - Dec, 2020  
STC Kuwait, Salmiya - Kuwait  
Account management, Business Development Management, Key account development, outside sales, Account management, Negotiation, Lead generation, Business -to-Business(B2B), Lead generation, Online advertising, Industrial sales, Sales Strategy, Team leadership, customer services, Communication, Social media communication, Market search, Training Business relationshi management, Business analysis, Project management, Interpersonal communication
- Sales & Marketing Specialist** Oct, 2009 - Jun, 2012  
Americana Food Company , Shuwaik - Kuwait  
Sales, Marketing, Negotiation, Market research, Direct sale, Retail, Customer satisfaction, Communication, Lead generation, Customer service, Customer satisfaction
- Senior Sales Executive** Oct, 2007 - Sep, 2009  
Sara United, Hawalli - Kuwait  
Experienced sales professional, Communication, Outside Sales, Sales management, Retail, Customer Service
- Installation & Maintaince** Aug, 2006 - Sep, 2007  
Sony, Bangaluru - India  
Industrial sales, Customer servic, Sales

## Education and Qualifications

- 12th Grade** Jun, 2001 - Mar, 2003  
St Stephens Higher Secondary School  
Commerce Group
- Diploma** Jun, 2003 - Apr, 2006  
M. M. D. M Collage of Technology  
Electronics & Communication

## Skills

- MS Office ● ● ● ● ●
- Multi-tasking ● ● ● ● ●
- Driving(License in India,Bahrain & International ) ● ● ● ● ●