

ZAIN SARGUROH

Asst. Manager

+918286034007 / +971569122582

zainsarguroh@gmail.com

linkedin.com/in/zain-sarguroh

Mumbai / Dubai

EXPERIENCE

Asst. Manager

Grace and Flair Studio Pvt Ltd

08/2019 - 10/2024 Mumbai, Maharashtra

- Drove stores operational activities focusing primarily on top-line and bottom-line by utilising maximum use of available resources
- Undertook end-to-end sales; identified alternate potential sales channel, explored it and maximised business
- Led marketing plan and implemented over the same with the best interest for the business
- Managed VM activity of the floor and maintained as per international standard
- Hired, groomed G trained fashion consultants
- Maintained relationship with existing clients to generate maximum sales from existing database and also acquire new clients and serve them best
- Facilitated weekly sales report and presented to the business head

SALES & MARKETING EXECUTIVE

PEARL FIBC Pvt Ltd

12/2012 - 07/2019 TALOJA MIDC, MAHARASHTRA, INDIA

- Dynamic and results-driven professional with expertise in sales and marketing within the FIBC (Flexible Intermediate Bulk Container) industry.
- Strong understanding of the packaging sector, focusing on bulk handling solutions for industries such as agriculture, chemicals, pharmaceuticals, and construction.
- Adept at market research, competitor analysis, and leveraging digital marketing techniques to enhance brand visibility and sales performance.

Key skills include:

- - B2B Sales & Account Management
- - Market Research & Competitor Analysis
- - Product Positioning & Brand Strategy
- - Lead Generation & Sales Pipeline Management
- - Digital Marketing & Content Creation
- - Customer Relationship Management (CRM)
- - Negotiation & Contract Management

EDUCATION

Bachelor of Commerce

Mumbai University

12/2008 Mumbai, India

LANGUAGES

English	Hindi
Native	Proficient

SUMMARY

- High Impact Leader offering nearly 5 years of experience and proven record of Y-O-Y success in achieving business growth objectives and leveraging capabilities in conceptualising G implementing effective ideas, strategies which added value to organisation through inspiring leadership, rich experience G innovation excellence; targeting strategic assignment with a leading organisation of high repute.
- Dedicated team member with entrepreneurial bent of mind, capable of achieving profit and business growth objectives within retail, turnaround G rapid-change environments.
- Exhibiting strong business acumen in leading and managing the sales operations including annual business planning, forecasting, budgeting, reporting, sales process optimisation, target setting G allocation and sales program implementation.
- Expertise in retail operations including designing (fit-out), lease administration, government paperwork, supply chain management, material management G budgeting. • Dedicated and experienced Storekeeping and Inspection In-Charge with a strong background in maritime logistics and inventory management.
- Skilled in maintaining accurate inventory records, overseeing inspection processes, and ensuring compliance with safety and regulatory standards.

SKILLS

Brand Building	Budgeting
Business Development	MS Office
Customer Relationship Management	TALLY
Market Analysis	
Product Management	
Retail Operations	
Project Building & Management	

