



QATAR:

Mobil: +974-33767526, 74749132

javedmale@yahoo.com

SUMMARY:

A multi lingual professional with over 19 years+ of experience in Sales and Marketing. Excellent communicator an interpersonal skills with ability to accommodate in any kind of environment, deal's with multi cultural people. A computer literate with strong analytical and problem solving skills. Having a pleasing personality and appearance. A willingness to adapt into any working condition. Customer services oriented and with excellent manpower and time management skills.

QUALIFICATION:

Master of Business Administration,

Osmania University, Hyderabad, India – 1998-2000

Bachelor of Commerce (Computers),

Osmania University, Hyderabad, India – 1995-1998

TECHNICAL SKILLS:

Operating Systems WINDOWS 2000, Fast Track
ORACLE, SAP SHOWROOM EXPLORER
Packages MS Office, Excel.

PROFESSIONAL TRAINING:

Completed the training on Sales, Merchandising and Objection Handling, Conducted by SPARTA.

'Negotiation skills and objection handling'-By Al Futtaim Motors.

'Insurance and Financing' By Al Futtaim Motors

EMPLOYMENT HISTORY:

<u>Company</u>	<u>Period</u>	<u>Position</u>
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NATIONAL CAR COMPANY -QATAR (Dealer for HYUNDAI & MAZDA)

As a Senior Fleet Sales Supervisor (Hyundai) from September 2013 till Date

HYUNDAI LAKSHMI –Hyundai India (Hyd) May 2009 till July 2013 as a Sales Manger

HYUNDAI LAKSHMI (Dealer for Hyundai, Nissan & Honda & Harley-Davidson) –Hyundai India (Hyd) May 2009 till July 2013 as a Sales Manger

AL Futtaim Motors-LEXUS – (Dealer of Lexus, Toyota, Honda, Dodge, Chrysler, Volvo & Hino Trucks) UAE May2007 till Feb 2009 Sales Officer for Premium Brand lexus.

Juma Al Majid-Hyundai –(Dealer of Hyundai & Kia) UAE Sep 2004 till April2007 I Sales Officer

Mithra Motors-Suzuki-India Dec2000 till May2004 Team Leader

NATIONAL CAR COMPANY -QATAR (Dealer for HYUNDAI & MAZDA)

Duties & Responsibilities:

- Targeting potential customers like Rent A Cars, Leasing Companies, multinational corporations and large corporate houses for direct sales through various leads.
- Daily meeting with team members to review sales target and motivate members, Developing new sales techniques and ideas
- Marketing cold calls, visit to potential customers both private & Government providing them information about latest offers and after sales support.
- Providing them with In house Finance facility with long & short term period.
- Promoting business through advertisement in the newspapers, Magazines and sponsoring of big events etc...
- Preparing full sales and marketing plan in comparison with other competitors to create a brand image and market awareness

Lakshmi Motors, India –Hyd, www.lakshmigroup.co.in

(Dealer for Passenger Car's like Hyundai & Nissan, Two Wheeler like Harley Davidson & Hero Honda)

Duties & Responsibilities:

- Targeting potential Corporate customers like multinational corporations and large corporate houses for direct sales through various leads
- Marketing cold calls, visit to potential customers providing them information about latest offers
- Promoting business through advertisement in the newspapers, Magazines, conducting road shows and sponsoring of big events etc...
- Preparing full sales and marketing plan in comparison with other competitors to create a brand image and market awareness
- Developing new sales techniques and ideas for the team

AL –FUTTAIM MOTORS, Abu Dhabi – U.A.E, www.lexusuae.com

(Whole & Sole Dealer of UAE for Brands like Lexus, Toyota, Honda, Dodge, Volvo & Hino)U.K
BASED MANAGEMENT

AL –FUTTAIM MOTORS Rated as NO-1 Dealer as per CSI in UAE

May 2007 – Feb 2009, Working as a showroom sales Officer

Selling LEXUS most Luxury Brand (Reporting to sales manager)

Duties & Responsibilities

- Attending the Customers visiting the showroom, identifying their requirements and suggesting the best vehicle model that matches their criterion.
- Explaining the vehicle specifications, giving demonstrations and assisting the customers in test drives if required.

- Guiding the customers in deciding the finance and insurance by providing information regarding the schemes of various banks and promotions, if any.
- Following up the customers, materializing the sales and completing the necessary documentation.
- Perform the booking procedures; ensure pre delivery inspection and proper delivery of the vehicle.
- Post sales follow up with the banks by providing essential documents to ensure the payments and customer relation maintenance for repeated purchases or references.

Juma Al Majid Est. Hyundai Motors, Abu Dhabi – U.A.E, www.hyundai-uae.com
Sep 2004 – April 2007, Showroom Sales Executive (Reporting to Sales Manager)

Duties & Responsibilities

- Attending the Customers visiting the showroom, identifying their requirements and suggesting the best vehicle model that matches their criterion.
- Explaining the vehicle specifications, giving demonstrations and assisting the customers in test drives if required. Guiding the customers in deciding the finance and insurance by providing information regarding the schemes of various banks and promotions, if any. Following up the customers, materializing the sales and completing the necessary documentation.
- Perform the booking procedures; ensure pre delivery inspection and proper delivery of the vehicle.
- Post sales follow up with the banks by providing essential documents to ensure the payments and customer relation maintenance for repeated purchases or references.

Mithra Motors, Maruthi Suzuki, Hyderabad– India,
Jul 2002 – May 2004, Team Leader (Reporting to Sales Manager)

Duties & Responsibilities

- Leading a team of Six Marketing Executive
- Targeting potential Corporate customers like multinational corporations and large corporate houses for direct sales through various leads
- Preparing full sales and marketing plan in comparison with other competitors to create a brand image and market awareness
- Developing new sales techniques and ideas for the team
- Designing and arranging new cars in the showroom display to promote and attract new customers
- Promoting business through advertisement in the newspapers, Magazines, conducting road shows and sponsoring of big events etc...
- Daily meeting with team members to review sales target and motivate members, providing them new sales leads etc...
- Forecasting sales for coming months based on market conditions like festivals, financial year closing, customers trends, etc...

Dec 2000 – Jul 2002, Marketing Executive (Reporting to Team Leader)

Duties & Responsibilities

- Looking out for potentials taking the leads from the team leader and other market sources
- Marketing cold calls, visit to potential customers providing them information about latest offers
- Achieving monthly targets set
- Sharing market with other team members on recent developments and competitors
- On high performance, promoted as Team Leader effective July 2002

PERSONAL DETAIL:

Indian • Male • DOB: 18/11/1975 • Married • Valid Indian, U.A.E & Qatar Driving License
H.No: EAST JANKI NAGAR TOLICHOWKI HYDERABAD 8-1-399/1/b/2 PIN CODE: 500008

Linguistic Abilities

English, Arabic, Urdu & Telugu.

References available upon request