

MAHAROOF VP

Mob: 050 3502535

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Career Goal

Challenging position in a growth-oriented organization, which offers diverse job responsibility and will provide me a platform to learn and contribute to the company.

Skills

- ☐ Developed and maintained strong relationships with consultants and
- ☐ customers. Maintained growth in revenue, profits and unit sales.
- ☐ Promoting and marketing all the products and services.
- ☐ Market coverage and developing new clients.
- ☐ Able to tact workload and work pressures.
- ☐ Highly Efficient in time management.
- ☐ Researching and identifying new products and suppliers

Professional Experience

Sales and Marketing

Zenith Rubber Industries ME LLC

2016 to present

Responsibilities: -

- Demonstrating how a product meets a client's needs.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements. Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Offering after-sales support services. Conveying customer technical requirements to the Internal Engineering teams
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use operation and maintenance of purchased products

Sales Executive

HYDROFIT Trading L.L.C

2013 to 2016

Responsibilities: -

- Promote Company's services and products.
- Conduct regular visit to clients and get leads and opportunities.
- Make price and technical proposal to clients.
- Performing sales work, estimating the received inquiries for projects.
- Preparing and executing the required offers for clients.
- Involving direct customer contact and engineering support.
- Coordinating and scheduling work with design department, with customers and with consultants.
- Pursue sales opportunities by implementing strategies set by management.
- Conduct routine field visits within areas assigned.

Academic Education

- **March, 2010 (B Tech)**
- **March 2006 H.S.C**
- **March 2004 H.S.E.**

Personal Details

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| ☐ Nationality | Indian |
| ☐ Date of birth | 15st May, 1989 |
| ☐ Marital Status | Married |
| ☐ Passport No | J7711339 |

UAE Driving License: -

License No: 153596 . Expiry Date: 18th MAY 2023

Linguistic Capabilities

Read & Write: English, Hindi, Arabic & Malayalam

Speak: English, Hindi, Arabic Basics & Malayalam

Declaration

I hereby confirm that the information furnished above is true to the best of my knowledge. I request you to consider me as a proficient candidate, and if an opportunity is given to me, I will prove my worth.

Place:

Date:

MAHAROOF VP

