

Resume of Mohamed Suhail

Mohamed Suhail,

No: 169A, 11th Street,

GKM Colony

(Near K5 Police Station)

Chennai 600 082.

Tamilnadu, India

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Area of Interest: Sales & Marketing

I am an Active, Aggressive and Advancing candidate in Sales department. Ability to work innovatively, adapt to new market scenario, accept new challenges, show results & Grow with the Organization.

Educational Qualification:

Course	Institution	Board/ University	Year of Passing
M.B.A(Marketing & Finance)	DMI College of Eng, Chennai	Anna University, Chennai	2011-13(Nov 2014)
B.Sc. (Information System Management)	The New College Chennai.	Autonomous	2008-11
H.S.C	Railway Mixed Hr sec school Chennai	TamilNadu State Board	2008
S.S.L.C	Railway Mixed Hr sec school Chennai	Anglo Indian Board	2006

Currently working with M/s. Eveready Industries India Limited. From feb 2017

Position: Senior Officer – Sales Force Automation (SFA)

Location: Chennai & All Distributor in Tamilnadu

Roles & Responsibility-

- To Explain the benefit of using Sales Force Automation to distributors in Tamilnadu.
- To achieve uninterrupted (100%) usage and guiding sales team with relevant information by publishing Daily Sales Report.
- Ensuring regular usage of SFA tool by all users, VSM & VO's Admin.
- In case of irregularities in usage, discuss with concern SO, ASM & solve the issue by accompanying with VSM to Market if needed.
- Plan & Implement of all new activations, new module launches and first-hand training to Newly onboard SFA Distributor.
- Maintain right mapping and real-time incorporation of change in SFA with help of TCS Support team
- To Explain benefits & subsidies on 100% usage of SFA to distributors and how it reduces work load.
- Plan and execute all new joiner training (TSI, SO & ASM) with regards to SFA Program.

- Overall accountable for all operational programs in the assigned area.
- Helping sales manager with secondary sales data and indicating GAP.

Principal Accountabilities

- Report Daily usage of SFA by the distributor.
- Maintain System Hygiene by ensuring legit Data in system.
- Influence sales team to adopt SFA as business operation tool
- To provide on-field training to VSM in case of difficult faced in SFA in terms of Work Procedure.
- To account on No. of HHT Mobile & Bluetooth Printer allotted to branch & Dispatched to distributors and to take care of any fault device by getting it in service center.

Previously working with M/s. Arya Omnitalk Wireless Solutions Pvt. Ltd.

Duration: Jan 2014 – Feb 2017

Position: Asst. Manager – Sales

Location- North Chennai

Products: - Motorola & Kenwood walky talky & CISCO Video Conferencing System

Roles & Responsibility-

- **To plan & achieve Monthly, Quarterly & Yearly Targets.**
- **Corporate Account Management & New Business Development.**
- **To Give Demo and Presentation of the product as per client site.**
- **Monitoring of Logistics & Deliveries pertaining to specific accounts / customers**
- **To prepare sales funnel for every month.**
- **To supervise service engineer with installation, PMC and service call.**
- **To ensure timely execution & collection of payments from time to time.**
- **To Implement new marketing tactics to develop business.**

Previous work experience with M/s.Sundaram Business Services

Position: Process Associates- Mortgage (Division)

Duration: April 2013 – Dec 2013

Nature of work:

- Online Marketing Communication with Various Australian Banks.
- Communicate with Bank BDM regarding Interest Rate of Product and Offers & Discounts.
- Update Software with up-to-date products and interest rate.
- Service Desk.

Computer Skills: MS- Office, SQL & Oracle.

Languages Known

Languages	Speak	Write	Read
English	Yes	Yes	Yes
Hindi	Yes	Yes	Yes
Tamil	Yes		
Urdu	Yes		

Project work in Express Hyundai, Chennai.

Project Title: A Study on Consumer Preference towards Hyundai Cars.

Role: To visit the Customers & Interact with them to find out their needs & expectation towards buying of cars.

Findings:

- 58% of the respondent has watched the dealer's advertisement.
- 40% of the respondents say that the after sales service was very good.
- 72% of the respondent has used their car up to 3 years.

Suggestions:

- The company can improve more on diesel versions in Hyundai cars. Because of day-to-day increase in fuel price, many of them prefer diesel version cars to save the fuel costs in long run.
- The company can open more service outlets at various places apart from dealers point by giving franchise to outsiders. So that the service network can be expanded rapidly, this aids the company to increase the market share quickly.

Personal Profile

My Date of Birth: 19th October 1990

Marital Status: Married

Wife Name: Syeda Umda Arsheen, pursuing M.Sc. Zoology

Father Name: M.M.Asalam, Regional sales Manager – BD, M/s.Pidilite Industries Ltd.

Mother Name: Arjuman Banu, Home Maker.

One Younger sister: Completed BE (Computer science) & working in M/s. Sundaram Business Services.

Regards

Mohamed Suhail

Place : Chennai

Date :