**SADAM MEERAN**

**Marketing Professional with 4+ years of experience**

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**Career Objective**

Seeking a position in Marketing with an organization where demonstrated skills in Marketing and Sales can be used to increase profitability, brand building and promote growth.

**Profile Summary**

* Thrive in both independent and collaborative work environments.
* Quick study, with an ability to grasp and put into an application, new ideas, concepts, Methods and Technologies.
* Strong technical skills - Tally Prime, MS Excel, MS Power Point and numerous productivity tools.
* Having Good communication with the internal teams.
* Discussing the Ideas about the Sales growth.
* Maintain good relationships with clients so that the business can maximize the value of those relationships.

**Work Experience**

**December’21/2023 – Till Date: Al Qaaf Foodstuff Trading llc, Ajman**

**Role: Sales Manager,**

**Key Accountabilities:**

* Follow up our Food items through Our data and Replacing our food items if its expired.
* Advertising our Products in Social Media to boost the own Brand awareness.
* Follow up with clients so that the business can maximize the value of those relationships.
* Identify key contacts at potential client companies to establish and foster a relationship.
* One-on-one meetings with clients to explain services in an effort to guide their choices.
* Understand the problems and challenges of clients and identify ways the business could better address those needs.
* Grow the business by identifying new sales and business development opportunities.
* Seek opportunities to cross-sell or upsell to existing clients.
* Support our Organization to explore our brand all over UAE.
* Monitor and assess activities of our competitors to proactively satisfy and retain our clients.
* Provide excellent service in order to maintain a positive reputation for the business.
* Set revenue targets and then develop and execute a strategy to meet those.

**May’18 – July’19 : Bajaj Allianz, India**

**Role: Senior Relationship Manager – Insurance Dept. (Employee Strength 100+)**

**Key Accountabilities:**

* Maintain good relationships with clients so that the business can maximize the value of those relationships.
* Identify key contacts at potential client companies to establish and foster a relationship.
* Participate in one-on-one meetings with clients to explain services in an effort to guide their choices.
* Understand the problems and challenges of clients and identify ways the business could better address those needs.
* Grow the business by identifying new sales and business development opportunities.
* Seek opportunities to cross-sell or upsell to existing clients.
* Monitor and assess activities of our competitors to proactively satisfy and retain our clients.
* Allocated duties and sales targets to promoters and monitor their performance through weekly meetings to ensure achievements of the same
* Provide excellent service in order to maintain a positive reputation for the business.
* Resolve any customer complaints in a prompt and professional manner.
* Set revenue targets and then develop and execute a strategy to meet those.

 **Got promoted on March 1st 2019 as Senior Relationship Manager.**

**Jun’16 – Jan’18: The Professional Courier, India**

**Role: Branch in-Charge (Employee Strength 40+)**

**Key Accountabilities:**

* Handles pick-ups and deliveries according to clients’ SOP requirements and conducts audits of internal procedures
* Manages daily priorities related to the logistics and operations of his clients’ cargo, and ensures all requireddocuments are completed with precision.
* Processes required shipping documents with a high degree of accuracy. Tracks and traces the client’s cargoand keeps him informed in real-time of the status of his shipment.
* Suggests solutions when operations problems arise.
* Complies with the SOP (client’s operating procedures).
* Offers the best solutions to clients and acts in a way that ensures their loyalty.
* Liaises with the different parties.
* Proactively identifies potential problems and ensures the situations areresolved as quickly as possible, keeping the client informed and supporting him in finding solutions.
* Prepares proposals for clients based on all their specifications, validates terms and obtains necessaryapprovals.

**Achievements:**

* Lowered expenses per revenue and courier costs through staffing realignment.
* Improved the late delivery timings and customer Queries.

**Jun’14 - May'16: Justsee Info Service Pvt Ltd, India**

**Role: Business Development Executive (Employee Strength 80+)**

**Key Accountabilities:**

* Initiate and close sales for a leading supplier of IT Solutions.
* Sell Service renewals and expand customer base within Tamilnadu.
* Idetifying customers from Market and convince them to buy our services.
* Build Relationships with the key decision makers and match Customers with the right solutions for their needs.

**Academic Details**

2014 M.B.A. in Marketing from Kongu Engineering College, India

2012 B.C.A. from Sadakathulla Appa College, India

**Personal Details**

Date of Birth: 22nd November, 1990.

Nationality: Indian.

Marital Status: Married.

Languages Known: English, Hindi, Tamil, Malayalam.

Passport No: L7340140.

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