

MOHAMMED ZAIN PATEL

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PROFESSIONAL SYNOPSIS

- ✓ A highly motivated and driven **Assistant sales manager** with **8 years** experience in high level sales environments.
- ✓ **M.M.S in Marketing (Mumbai University).**
- ✓ Proficient in formulating Reports to apprise Management and assist in timely execution of Decision making Process, drive business through conceptualising strategies, identifying new market opportunities, implementing product promotions, product roadmaps, forecasts etc.
- ✓ I bring forth a unique set of knowledge and skills, which include an in-depth understanding of processes and structured methodologies of sales and services. My principal field of expertise is in leveraging existing systems, innovating solutions, analyzing processes and concepts and strategically to rapidly drive processes forward by increasing productivity, efficiency and effectiveness.

CAREER DETAILS

JNT Fire Engineers Pvt. Ltd.	Asst. Manager – Sales & Marketing	Aug 2017 – Till Date
Fab Storage Systems	Senior Executive – Sales & Marketing	April 2016 – July 2017
Fab Storage Systems	Trainee Sales Executive	May 2012 – Feb 2015

JNT Fire Engineers Pvt. Ltd., Mumbai, India

Asst. Sales Manager, August 2017 – Till date

JNT FIRE ENGINEERS PVT LTD are engaged in Designing, Supplying, Installing, Testing & Commissioning of all types of Complete Fire Detection systems, Fire Fighting Solutions and Fire Escape Chutes on (Turnkey basis) for high rises buildings across India since 2004.

Roles and Responsibilities

- Experience in **Fire Fighting Systems & Fire Escape Chutes.**
- Meeting Architect, Consultants, Builders and existing clients.
- Help in strategies the market focus and sales planning.
- Maintaining healthy PR with Consultants, Contractors, Industrial end Users and Clients.
- Develop and Strengthen relationships to promote AMC contracts.
- Performing client visits and verifies progress of work on regular basis.
- Generating new leads for sales department.
- Maintaining Compliance & Integrity in the department.
- Relationship management with key accounts.
- Participating in exhibitions to generate enquiries.
- Providing pre sales technical assistance and product education to customers, consultants, contractors etc.

Achievements:

- Received appreciation from Top Management for generating the business of INR 5'Crore in 3 years.

Areas of Expertise:

- Sales and Marketing.
- Business Development.

Fab Storage Systems

Senior Executive – Sales & Marketing, April 2016 – July 2017

Fab Storage Systems is the leading manufacturer of Slotted Angle Racks, Material Handling Equipment, Heavy Duty Racks, Pallet Racks, Storage Solutions, Sheet Metal Fabrication, Quality Powder Coating and Industrial Spray Painting.

Roles and Responsibilities

- Handling entire Mumbai region.
- Targeting 15 Cr Business as a team work.
- Prepare strategy to reach the potential market.
- Generating sales through Consultants, existing clients and through different sources.
- Developing new relationships and nurturing the existing client.
- Ensure the timely execution of projects.
- Handling projects, turnkey projects, payments along with sales.
- Participating in Exhibitions to generate enquiries.
- Managing Relationship and co-coordinating internally with various departments to ensure efficient delivery.
- Conduct Weekly, Monthly and Quarterly review to optimize performance.

Achievements:

- Received appreciation from Top Management for generating the business of INR 60 lakhs in probation period.
- Expanded the range of products.

Areas of Expertise:

- Sales and Marketing.
- Business Development.
- Customer Relationship Management.
- Team Management.
- Techno-Commercial Operations.

Fab Storage Systems

Trainee Executive – Sales & Marketing, May 2012 – Feb 2015

Company Profile:

Fab Storage Systems is the leading manufacturer of Slotted Angle Racks, Material Handling Equipment, Heavy Duty Racks, Pallet Racks, Storage Solutions, Sheet Metal Fabrication, Quality Powder Coating and Industrial Spray Painting.

Roles and Responsibilities

- Backend operations.
 - Making BOQ.
 - Payment follows up.
 - Sales coordination.
 - Scheduling appointments.
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EDUCATION

- **Master in Management Studies (MMS) in Marketing specialization** from University of Mumbai India in 2017.
- **Bachelors of Management Studies (BMS)** from University of Mumbai, India in 2015.

IT SKILLS

- MS Office (Word, Excel & PowerPoint), Adobe Photoshop, Tally, Internet and E-mail applications.

PERSONAL SKILLS

- Team Player having excellent PR skills.
- Goal oriented and exceptionally organized.
- Efficient in listening, communication and presenting.
- Comprehensive problem solving abilities.
- Ability to deal with people diplomatically.
- Have excellent verbal and written communication skills.
- Fluent in written and spoken English.

PERSONAL DOSSIER

Date of Birth : 23rd March, 1995
Marital Status : Single
Driving License : Possess 4 wheeler and 2 wheeler Indian License.
Passport No : Z3448812
Skype ID : mdzainp@gmail.com
Nationality : Indian
Address : Andheri West, Mumbai, India.
Language : English, Hindi, Urdu

DECLARATION

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Mohammed Zain Patel

REFERENCE
