



SYED IBRAHIM

TERRITORY SALES MANAGER

(Education-BCom)

CONTACT



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Dubai

Nationality-Indian

SKILLS

- Sales Planning
- Training
- Team Building
- Key Account Management
- MS Office & Excel
- Customer Service
- Retails Sales
- Handling Operations
- Market Expansion & Empanelling New Partners

LANGUAGES

- **English**
Fluent
- **Hindi**
Fluent

CAREER OBJECTIVE

Successfully expand territories by deploying strategic management plans. Organize comprehensive sales strategies factoring in advertising, logistic and support teams for successful planning and deployment. Brining 6+ Years of experience in Retail industry environments. Hardworking and passionate job seeker with strong organizational skills eager to secure entry-level Territory Sales Manager position. Ready to help team achieve company.

EXPERIENCE

October 2018 – June 2023

IDFC FIRST BANK, TERRITORY SALES MANAGER CONSUMER DURABLES

I was Joined As TERRITORY SALES MANAGER and i was taking care of 5 cities with the TEAM STRENGTH of 4 BDM 2 TEAM LEADERS and 60 SALES EXECUTIVES.

- HANDLING KEY ACCOUNT
- HIRING NEW EXCUTIVES AND TRAINNING THEM ABOUT THE NEW UPDATES
- MAKING SURE THAT EVERY TEAM MEMBERS IS ACHIVEING THEIR TARGETS AND GET QUALIFIED FOR INCENTIVES EVERY DAY, WEEK, MONTH
- ON-BOARDING NEW PARTNERS AND EXPANDING THE MARKET
- ACHIEVING CROSS SELL TARGETS EVERY MONTHS (FUTURE GENERAL, ICICI LOMBARD, MANUFACTURE BY DOWN AND CREDIT VIDYA)
- CREDIT CARD SOURCING WITH CORE TEAM
- OPEINING CURRENT AND SAVING ACCOUNT
- MAINTAING DELIQUENCY UNDER CONTROL
- MAINTAING COST OF ACQUISITION AND ATTRITION.

July 2016 – September 2018

HOME CREDIT FINANCE, DISTRICT SALES MANAGER CONSUMER DURABLES

Started working as a SALES ASSOCIATE IN HOME CREDIT FINANCE, after 8 months I got promoted as DISTRICT SALES MANAGER.

- I WAS HANDLING 25 SALES ASSOCIATES AND 40 KEY OUTLETS
- MONITORING DAILY WEEKLY, MONTHLY SALES TARGET ACHIEVMENTS
- ACHIEVING CROSS SELL TARGETS ON DAILY BASIS
- ENSURING DELIQUENCY IS UNDER CONTROL
- TRAINING MY TEAM ABOUT UPDATES OF NEW PROCESS AND PRODUCTS.