

# Mohammad Vasim M Patel

Email: [wasimjafar786@gmail.com](mailto:wasimjafar786@gmail.com)

Mobile: +971 547869021

Address : Khalifa City, Abu Dhabi, UAE.



## SUMMARY

Results-driven MBA graduate with a strong foundation in Marketing Management and a proven track record in B2B sales roles. Possess exceptional analytical and problem-solving abilities, along with a keen attention to detail. Demonstrated leadership and motivational skills, complemented by a positive and collaborative attitude. Adept at handling pressure and excelling in diverse team environments. Seeking a challenging role in Sales & Marketing, Business Development, Distribution Management, Channel Sales or Corporate Sales to leverage expertise and drive organizational success.

## SKILL SUMMARY

- ✓ **M.B.A (Marketing Management)** from Poona Institute of Management, Pune University with **7.1 SGPA**.
- ✓ Bachelor of Arts from Pune University with Higher Second Class.
- ✓ Excellent analytical and problem-solving skills.
- ✓ Accurate and detail-oriented.
- ✓ Strong leadership and motivational skills.
- ✓ Ability to handle pressure effectively.
- ✓ Positive and cheerful attitude with empathetic listening skills.
- ✓ Outstanding team player who collaborates effectively with diverse teams.

## WORK EXPERIENCE

**Pick & Serve Pvt Ltd.**  
**Sales Officer B2B**

April 2022 – September 2023

### Responsibilities

- Managing sales of automatic Cut Vegetable Vending Machines.
- Procuring vegetables and fruits from the market.
- Ensuring the supply of packaged vegetables and machine arrangement.
- Acquiring **HORECA** orders from hotels, restaurants, and tiffin houses.
- Assisting customers in using the vending machines.
- Developing and executing sales strategies.
- Introducing new cut vegetable varieties.
- Surveying areas for optimal machine placement.
- Monitoring and analyzing competitor strategies.
- Organizing marketing events and door-to-door campaigns.

**Desi Farms (SNA Food Private Ltd.)**  
**Sales Officer B2B**

September 2021 - April 2022

- Supported HORECA sales in various franchises.
- Acquired business from hotels, restaurants, and cafes.
- Analyzed and compared sales and marketing strategies.
- Evaluated market share and proposed marketing plans.
- Prepared reports on strategy effectiveness.
- Managed vendor relationships during product shortages.
- Provided training to new interns and franchise owners.
- Handled counter sales and customer complaints.

**SSOM International Food Ltd.**  
**Field Sales Executive**

January 2021 - September 2021

- Secured business from retailers across the city.
- Lead generates of sales from different part if the city.
- Analyzed and compared marketing strategies.
- Assessed market share and marketing plans.
- Prepared comprehensive reports and graphical presentations.

**QUALIFICATION**

- ❖ Master's in Business Administration (Marketing Management)
  - **UNIVERSITY NAME** - Poona Institute of Management and Entrepreneurship, Pune. (2018)
- ❖ Bachelor of Arts (BA)
  - **University of Pune : Second Class**

**Short Courses**

- ✓ .Net Visual Basic
- ✓ ASP.NET
- ✓ MSCIT
- ✓ C, C++
- ✓ Microsoft Office (Excel, Word, PowerPoint)

**Additional Knowledge & Skills**

- Team Building.
- Supervisor
- Sales Officer
- Leadership, Creative, Flexibility & problem-solving nature.
- Knowledge of Excel, Word and Power Point.
- Computer skill.

**PERSONAL INFORMATION**

**UAE Driving license** : **License No- 1872013**  
Nationality : INDIAN - Currently on visit visa.  
Date of Birth : 12th February 1988  
Marital Status : Married  
Religion : Muslim  
Lang. known : English, Marathi, Hindi.  
Present Address : Compound 127 Villa 05 Khalifa City, Abu Dhabi.  
Permanent Address : SN 55 Kumar Pebble Park, B-1 Wing, Next to JSPM College, Handewadi.

**DECLARATION**

I hereby declared that above mentioned Information furnished by me is true to the best of my knowledge and belief.

**Date:**

Yours Truly:

**Place:** Abu Dhabi

Mohammad Vasim Patel