

# Sayed Sajid Alam

## Team Leader

MBA in Marketing with 8 years of experience in B2B and B2C sales, distributor management, and business development. Proficient in Excel, I have a proven track record of success across the Telecom, Ecommerce, Automobile and Supply Chain industries, excelling in roles as a Team Leader, Supervisor & Senior Sales Executive.



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## WORK EXPERIENCE

### Supervisor

#### Landmark Arabia

04/2023 - Present

Dammam, Saudi Arabia

##### Achievements/Tasks

- Lead daily operations in the supply chain department.
- Ensure proper transport vehicle inbound & out bound data is maintained.
- Guide and support team members.
- Manage inventory and procurement processes.
- Coordinate logistics activities & Generate reports for management.
- Identify and implement process improvements.

### Sales Associate

#### Cars24 Arabia Automotive Company

02/2023 - 04/2023

Riyadh, Saudi Arabia

##### Achievements/Tasks

- Lead Generation through the digital marketing and posting.
- Convert Lead generations into sales.
- Brief about insurance and installment policy to customers.
- Take follow-up about Pre- booking and token money.
- Helped to set up showrooms and displays to wow visitors and cars has the pricing and tag car details on every Vehicle.

### Senior Sales Executive

#### Reliance Retail Limited

12/2021 - 12/2022

India

##### Achievements/Tasks

- Onboard new dealers in our territory for companies business expansion and growth.
- Led a team of sales associates in achieving monthly targets.
- Any time responsible to sale growth and value.
- Caring about day by day target achievement and fulfill everything which is required.

### Team Leader

#### OPPO Mobiles India Pvt Ltd

11/2016 - 12/2021

India

##### Achievements/Tasks

- Monitored sales performance, reporting on conversion & churn rates to identify areas of improvement.
- Determined problem areas and resolved issues related to profitability and KPI achievement.
- Distributer Channel Management, Responsible for Primary and Secondary also for Sale optimization and conversion.
- Increase the business area by open new outlets.
- Plan and execute sales strategies Coordinate inventory.

## SKILLS

Team Management

Teamwork and collaboration

Problem Solving

Business Analysis with Excel

Communication

Self-Motivated

Adaptability

Microsoft Excel & Office

Conflict management

Team Lead

Negotiation

Relationship building

## CERTIFICATES & COURSES

Computer Basic Information Technology Plus  
(11/2011 - 03/2012)

Advance Diploma in Computer Hardware & Network  
Eng. (10/2012 - 07/2014)

Computerized Accounting (03/2014 - 09/2014)

Business Analytics with Excel (08/2022 - 12/2022)

## EDUCATION

### Master of Business Administration (MBA)

Lucknow Model Institute of Technology & Management

07/2014 - 07/2016

India

## LANGUAGES

English

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

Urdu

Native or Bilingual Proficiency

Arabic

Limited Working Proficiency

## INTERESTS

Traveling

Technology

Sports

Creativity

Networking

Innovation

Reading or blogging