



SIRAJ MANEDATH

PROFESSIONAL SUMMARY

Dynamic professional with a comprehensive background in electronics and extensive experience in both technical and sales roles. Skilled in territory management, customer retention, and new business development. Proficient in troubleshooting PCs, printers, and LAN, with hands-on experience in network administration. Proven track record of exceeding sales targets through strategic planning and effective team leadership. Committed to delivering high-quality technical solutions and driving revenue growth.

CONTACT

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- Dammam, KSA

EDUCATION

Diploma in Electronics, Kerala Technical Education

2002 - 2005

- Digital Electronics
- Advance Communication System
- Electronics Instrument and Measurement

Internship in Network Administration, NIT CALICUT

2005 - 2006

- Troubleshooting PCs, Printers and LAN in the Lab
- Network Administration
- Installation of operating system & software.

RELEVANT SKILLS

- Troubleshooting PCs, printers, and LAN
- Network administration
- Project coordination
- Technical sales
- Territory management
- Customer retention
- Market research

INTERESTS

- Reading
- Swimming

EXPERIENCE

SAGA AL ARABIA TRADING COMPANY, SAUDI ARABIA *Nov 2022 - Present*

ACCOUNT MANAGER WHOLESAL DIVISION

- Led sales and marketing efforts across KSA regions, ensuring client satisfaction and exceeding sales targets by 25%.
- Collaborated with marketing to enhance brand visibility and coordinated technical sales initiatives.
- Conducted market research to refine sales strategies, integrating technical insights.
- Provided training and mentorship to the sales team, including technical sales training.

IBN BATUTA MEDICAL EQUIPMENT STORE, ABUDABI, UAE *Jun 2021- Sep 2022*

Sales Executive

- Conducted sales of General Medical items in Abu Dhabi, providing technical sales support.
- Leveraged technical product knowledge to identify new business opportunities.
- Built and maintained client relationships, ensuring satisfaction through technical expertise.

VELOCITY IT NETWORK SERVICES, ABUDABI, UAE *May 2015-Jun 2021*

Technical Project Manager

- Led technical projects for security products, overseeing procurement and team operations.
- Set and achieved project goals, driving team performance and monitoring progress.
- Conducted market analysis and represented the company at events, fostering partnerships.

SPEED COMPUTERS, ABUDABI, UAE *Jan 2012-Apr 2015*

Sales Executive

- Conducted showroom sales, providing technical sales support to customers.
- Emphasized technical features and benefits to clients.
- Coordinated with technical teams for product availability.

QUALITY COMPUTERS, DUBAI, UAE *Mar 2008-Mar 2011*

Sales Cordinator

- Conducted sales of IT products, coordinating technical aspects with clients.
- Integrated technical insights into marketing strategies.
- Built professional networks to enhance client relationships.

KJM GROUP SYSTEMS, Mumbai, India *Jun 2006-Oct 2007*

Sales Representative

- Provided technical sales support to various corporate divisions.
- Prepared sales reports highlighting technical achievements.
- Stayed updated with industry trends through workshops.