**Gulfjobseeker.com CV No:** **747066**

**Mobile** +971505905010cvdatabase[@]gulfjobseeker.com

To contact this candidate use this link

<http://www.gulfjobseeker.com/feedback/contactjs.php>

**Objective:**

To add value to an organization by utilizing my unsurpassed skills and vast experience in Business Development, Customer Relationship Management, Account Management, and my ability to lead others.

**Career Achievements**

* Excellent performance in account and sales expansion.
* Outstanding ability in finalizing high-ticket sales.
* Extremely inspired and committed person with proven analyzing and analytical skill sets.
* Expert in keeping and developing customer relationship.
* Well organized individual with excellent time management and presentation skill sets.
* Proven track record of success with consistent delivery of profit & productivity improvements
* Expertise in developing and executing strategic business plans that produce at the most effective performance levels

Working Experience

**Gray Matrix**

**Customer relationship Manager, from June2002**

* Responsible for activities regarding sales, marketing, customer acquisition, customer relation management, & maximizing revenue.
* Finding various new businesses opening & arranging promotional programs to get commercial business and attain set goals.
* Assessing market, current trends in market, finding competitors, also giving suggestions for product improvement

**Assistant Relationship Manager, From Sep 1998 to March 2002  
NAGPUR SHARE BROKER ASSOCIATION**

* Organizing promotional programs to improve sales & attain set goals in sales.
* Designing and applying various methods to accomplish targets on monthly, quarterly, and yearly basis.
* Answering inquiry, questions & complaints of clients in order to keep revenue generation of the division.
* Recognize potential customers, creating business from the old accounts and reaching profitability level and sales growth.

**Academic  Experience:**

**Al Buraimi University** , Buraimi Oman

From 2009 to present as a Lecturer

As a faculty member, Teaching Financial Accounting, Marketing Management, Motivation, Persuasion and Attitude, Introduction to management to level 1,2,3,4

EDUCATION

* Master of  Business and Administration Specialization in Finance and Marketing in 1998  
  **Nagpur University , Maharashtra, India .**
* Bachelor of Commerce 1996  
  **Nagpur University , Maharashtra , India .**

COMPUTER SKILLS

* Excel, Tally, Peachtree
* Networking.