Rana

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Professional Experience:

iCELL Telecom LLC Mar 2016 – Feb 2017

**SME Sales Consultant**

* Corporate Sale of telecom products and services B2B.
* Formation of new business relationship with company owners though proper consultation and presentation to provide maximum benefits.
* Applying new sales strategies by using ‘Digital Marketing’ tools to increase sales.
* Telemarketing, in-person cold calls, networking and referrals are being used to develop new customer data and also use of existing data.
* Worked on Customer Retention ‘a key factor’ to get more business by giving better customer care and problem solution.
* Market analysis and development to enhance business by locating, defining, negotiating, and closing business leads.
* Use of time management, technology and prioritization skills to manage a territory for business development.
* Maintain and update sales database and CRM, including all activities, and completing administrative work and info of competitors products as well.
* Maintaining effective communication within the company to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.
* Leading and training other members of the team and achieving personal and company objectives.

Samsons Communications LLCDec 2013 – Dec 2015

**Sales Executive**

* Professionally and effectively employs sales skills to achieve sales targets
* Attracts potential customers by answering product and service questions; suggesting information about other products and services
* Increase the level of sales and business mix from individual clients
* Effective communication and customer services with clients
* Maintain and accurate knowledge of products and competitor products.
* Resolves product or service problems by clarifying the customer's complaint.
* Selecting and explaining the best solution to solve the problem.
* Development of proposals in response to customer RFPs
* Manage and update accurate Sales database and clients details
* Generating revenues and on-time target completion

Education:

 MBA (Marketing) 2012-2013

 University of Wales, Cardiff, UK

 PGD in Business Management EBMA UK 2010-2011

 HSSC Govt College of Science LHR PK 2000-2003

Skills and Trainings

* Strong communication and interpersonal & intercultural skills
* Capable of doing mental and professional works and problem solving
* Ability to work independently and with the team in any type of circumstances
* Very friendly with customers and colleagues
* Ability to build up a strong relation with the customers
* Strong product knowledge, customer services and management
* Flexible enough to adjust myself in any type of environment
* Ability to get extra and quality business for my organization
* Microsoft Office, CRM, SAP, SNAP Programmes
* Hazard Management & Emergency Response STM
* Door Supervisor (SIA) Level 2 and Health & Safety HABC
* Two month internship in Ittehad Chemicals Ltd Lahore

(Management, Production and Quality Maintenance)

Personal Info & Reference

Married / DOB: June 1985/

**Driving License Dubai UAE: LMV/ Current Status: Visit Visa**

Residence UAE, Non Smoker, Good Health

Like International relations, Internet surfing, Reader, Cricket, Adventurous