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**AFAN**

[**AFAN.321808@2freemail.com**](mailto:AFAN.321808@2freemail.com)

**SUMMARY**:

Sales and Business Development professional with over 15 years of sound experience in developing and generating sales, strategies and teams in UAE and UK. Posses progressive experience across a diverse and challenging industry segments and has proven ability to combine organizational mission, vision and sales goals with well developed strategies, plans and projects.

**EXPERIENCE:**

**Company: The First Group Properties DUBAI, UAE**

**Position: Property Wealth Executive**

**Duration: May 2016 to Present**

**Responsibilities:**

• Product: Investment in Hotel suite in Dubai worth more than Million AED.  
• Identifying prospects.   
• Building conversations and relationships with possible prospects.  
• Explanation of investment modality through online presentations.  
• Arranging subsidized travel for offshore investors.  
• Consulting clients on their investment.  
• Building up company’s credibility.

**Company: Sigmoid Knowledge Development Consultancy DUBAI, UAE**

**Position: Business Development Manager**

**Duration: Nov 2013to Apr 2016**

**Responsibilities:**

* Developing and managing the technical knowledge exchange on critical challenges exclusive to Oil and Gas Industry and beyond.
* Develops sales strategy and execute it to turn projects into success. Successfully held conferences/workshops on topics ranging from leadership, health and safety, technical aspects of oil and gas.
* Coordinates with conference panel, company delegates through cold calling, emails and use of social media for developing leads
* Manages administrative activities & documentation relating to conferences and courses including the printing of brochures, lanyards, flyers. Makes sure that logistics of facilities, program enrollment process, material etc. are available
* In this capacity, Responsible for Cost estimating of all the projects in the organization.
* Implementation of marketing strategy to disseminate information to the right audience and markets.
* Successfully achieved the set sales target within my duration there.

**Company: Nexa Digital DUBAI, UAE**

**Position: Business Development Manager**

**Duration: April 2013 – October 2013**

**Responsibilities:**

* Supervises online and digital sales for UAE and international clients.
* Plans and implements the company's advertising and promotion activities.
* Develops business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
* Assists in the development and implementation of marketing plans as needed.
* Provides timely feedback to senior management regarding performance.
* Maintains accurate records of all pricing, sales along with project proposals.

**Company: ALVIA WORLDWIDE INC. KARACHI, PAKISTAN**

**Position: Assistant Manager – International Sales Dept**

**Duration: Mar 2010 – Feb 2013**

**Responsibilities:**

* Forecast sales targets and ensure that the sales team achieves them. Work in close collaboration with sales executives in this regard.
* Portrayed excellent leadership skills to motivate the team towards the achievement of monthly/yearly sales targets.
* Engages in continuous research to understand the current market needs and competitors’ strategies in order to come up with new solutions and services like new training domains.
* Attend seminars, conferences and events and provide suggestions to the senior management for developing new services, products and distribution channels.

**Company: PTC Travel LONDON, U.K**

**Position: Customer Services Executive**

**Duration: Nov 2008 – Jan 2010**

**Responsibilities:**

* Provision of customer services to air travel customers
* Dealing customer inquiries both online and walk-in.
* Making reservations and issuing tickets.

**Company: Shine Utilities LONDON, U.K**

**Position: Marketing Executive**

**Duration: Sept 2007 – Oct 2008**

**Responsibilities:**

* Handling client queries both in person and over the phone.
* Streamlined business operations to establish Shine Utilities as a preferred supplier.
* Consistently ensured provision of the highest standards of service.
* Improving relations with key client to forged business relationship.

**Company: M.M Tele Performance BIRMINGHAM, U.K Position: Credit Card Advisor**

**Duration: Feb 2004 – Jun 2007**

**Responsibilities:**

* Managed customer credit card accounts and provided solutions to customer queries using decision support systems.
* Span of duty includes reviewing credit limits, credit consolidation, negotiating account retention and closure.
* Handling payments and promoting financial services products as an incentive to customers.
* Gained skills on how to effectively manage clients and businesses relationship.

**Company: IPSPS-MORL, LONDON, U.K**

**Position: Market Researcher**

**Duration: Sept 2002 – Jan 2004**

**Responsibilities:**

* Conducted marketing research interviews using various research methods, including in-house interviews, sample panels, pre-selected respondents and on the street interviews.

**Company: BRITISH GAS UK LONDON, U.K**

**Position: Sales Advisor**

**Duration: Jan 2001 – Jun 2002**

**Responsibilities:**

* Advising potential customers on new products and services offered by the company.
* Securing sales targets and guiding team members to generate sales.
* Ensuring client integrity and customer satisfaction.

**EDUCATIONAL QUALIFICATION:**

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| Bachelor of Business | West Coast University (Edgware College London) | 1998- |
| Administration |  | 2000 |
| Bachelor Of Commerce | Sindh University Pakistan | 1997 |

**PERSONAL SKILLS:**

* Excellent Leadership qualities
* Ability to work independently as well as part of a team
* Ability to learn fast & adopt to the environment
* Ready to accept challenges and meet deadlines
* Very persistent & structured
* Ability to work under stress
* Self-motivated and flexible

**REFERENCE**

* Available upon on request.