**Ammar**

Marketing & Business Development

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**Objective**



Passionate Business Development professional with more than 3 years of experience in Information Technology looking for challenging responsibility in a reputed organization.

**Work**

Business Development Executive Jan 2016 – Present



Elitbuzz Technologies DMCC, Dubai

About Company: Advertising Company partners for ZOHO, Etisalat & Google

End to End process of getting business to the Company by offering services like SEO, SEM, Global Messaging, Email Marketing, ZOHO CRM, Cloud-IVR, Short codes, Web Development. Coordinate with resellers, Media Agencies in process of generating volume business. Act as a consultant to clients by providing suitable marketing solutions as per requirement. Worked as an essential part of the team to achieve the team’s target.

Business Development Executive March 2013 - July 2015



Just Dial Ltd, Hyderabad India

About Company: Top Local Business Directory in India

To Identify and secure new business across Hyderabad city, create new Accounts and Grow a pipeline of new Business. Gather Data of all potential Businesses in an Area, Sell tailored marketing packages as per Industry. Main Client relationship, Implementing Company standards & Create new sales opportunities. Meeting Monthly Quarterly & Annually targets.

**Project**

Subject – Current Trends in Internet Marketing

An analysis on latest Advertising trends, Market Demand, Career Opportunities Like Mobile Marketing, Online Ads, Social Media, E-Commerce portals, App Marketing.

**Education**



Bachelor of Business Management (BBM)

Kakatiya University, India - June 2010 – 2012 Aug

Marketing Management

**References:** Available on Request

**Attributes**



Communication

Team Work

Performance Management

Leadership

Delegation

Motivation & Inspiration



**Core Competencies**

Prospecting

Presentation Skills

Client Relationships

Negotiation Skills

Creativity Planning

Lead Generation

Market Research

Account Management

**Milestones**

Head of Cultural Forum

Successfully Organized College

Events.

College Seminar Award

Best Salesman

**Awards Won :**

Product re-launch

Crack the Case

Business Quiz

Salesman Award

**Technical Skills**



**MS Office Suite :** Word, Excel, Power Point

**WordPress** (Basic)

**Personal Dossier**



**DOB:** 21stNov, 1990

June 2010 - May 2012

**Nationality:** India

**Visa Type:** UAE Employment Visa

**Languages known:** English, Urdu