Akbar

Sales Executive

Skills

Professional

Customer Focus ◼◼◼◼◼

Building Relationship ◼◼◼◼◼

Tenacity and Persistence ◼◼◼◼◼

Flexible and innovative ◼◼◼◼◼

Wide Awareness ◼◼◼◼◼

I.T Skills

Fundamentals ◼◼◼◼◼

MS-Office, Excel, Word ◼◼◼◼◼

All Operating Systems ◼◼◼◼◼

Photoshop, PageMaker ◼◼◼◼◼

Personal

Self Motivated ◼◼◼◼◼

Target Driven ◼◼◼◼◼

Initiative ◼◼◼◼◼

Articulate ◼◼◼◼◼

Influencing Skills ◼◼◼◼◼

Education

MBA 2009

Osmania University, India

B.Com 2007

Osmania University, India

* Have 4 ***Years*** of experience in ***Marketing & Sales***
* Actively involved in ***promoting & streamlining*** Sales operations of the company
* Expertise in ***‘Sales Interaction, pitching and finalizing the deals’***

Experience

Business Development Executive

First Flight Courier LLC, Dubai Feb, 2015 – Present

Responsibilities

* Sell accreditation.
* Developing and maintaining departmental work instructions for all tasks.
* Relationship Management.
* Aggressive Leads Generation.
* Ongoing Projects Survey & Leads Extraction.
* Recommending measures to improve quality of service, increasing efficiency of department and work crew and equipment performance.
* Create daily lead sources.
* Screen all leads for accreditation eligibility before contacting the business.
* Maintain a professional and courteous manner with all prospective accredited businesses.
* Maintain an awareness of current and continual changes in the marketplace and within the BBB system to be able to properly screen prospective accredited businesses.
* Accurately and truthfully explain all benefits and costs of accreditation to each prospective accredited business and describe the mission and objectives of BBB.
* Collect payment from accredited businesses.
* Accurately complete the application for accreditation.
* Maintain established minimum standard of performance.
* Develops leads from city and telephone directories, trade and professional association membership lists, and other public records.
* Other duties may be assigned.

Senior Sales Executive

Marketing & Sales

Renault, Hyderabad, India Jan 2013 –Oct 2014

Responsibilities

* Cultivate instant rapport, build, and maintain key client relationships to successfully sell vehicles
* Develop sales strategies and set challenging personal sales goals to ensure peak performance
* Maximize sales by regularly connecting with well-established clients and building relationships with prospective customers

Personal Information

**Date of birth**:

 24-June-1987

**Marital status**:

 Single

**Languages**:

English, Urdu & Telugu

**Nationality**:

Indian

**Driving License:**

 UAE Driving License Holder

Interests

Sports, Swimming, Reading and Making new friends.

References

Available if required

Contact Details

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Address: Dubai, UAE

* Promote new products and keep informed of sales events
* Utilize client-centric approach to assess client needs and demonstrate how a product's features, functions, and benefits meet needs
* Ensure optimal experience for each client from initial meeting through final delivery
* Consistently monitor inventory levels and in-stock products

Remain abreast of cutting-edge and emerging industry trends

Sales Executive

Marketing & Sales

Lakshmi Nissan Company, Hyderabad, India Nov 2011 – Dec 2012

Responsibilities

* Collecting the database of the customers
* Calling the customers & visiting them
* Understanding the need of the customers
* Providing the relevant information to the customers
* Closing the sales call
* Achieving the sales targets



Sales Executive

Marketing & Sales

Country Club Limited, Hyderabad, India Nov 2011 – Dec 2012

Responsibilities

* Greet and assist visitors
* To attend the customers (group/one-to-one) and explain them about the hotel resorts and holiday packages
* Maintain office files
* Take them for site-seeing
* Maintain confidential records and files
* Achieving the sales targets