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**VIVEK**

**VIVEK.364827@2freemail.com**

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Joyful employee that aims to elevate the client experience by consistently maintaining a cheerful attitude. Genuinely enjoys positions requiring extensive human contact. Comfortable in communicating with people from various cultures and backgrounds. Takes great pride in teaching and leading by example.

Poised, confident and experienced presenter. Skilled at leading a team at the bank in sales and marketing with training experience and also a great team player.

Proven track record of accomplishment in positions where maturity, sound judgement and rational thinking are critical to performance. Adapt at changing gears when situations dictate. Active listener, Practiced in resolving customer complaints and promoting conflict resolution.

Consistently Maintains an excellent record of being on time, prepared and eager to take on new responsibilities. A seasoned professional who recognizes the importance of communication, honesty and trust in a team setting.

**WORK EXPERIENCE**

***Nexxus Payment Group DMCC, Dubai, UAE – Sr.Business Development Executive/Manager (Feb 2016 – March 2017)***

*Key Achievements*

* Create strategy and plan to build distribution with existing and new e-commerce customers by creating, managing and optimizing listings for all marketplaces
* Understand market drivers for all brands and channels and develop a strategy that maximizes sales and minimizes conflict
* Establish revenue goals by brand, by channel with supporting metrics and reporting
* Monitor competitive listings and pricing
* Manage all content for all channels (copy, photos, graphics, videos, etc.) to support the product assortment
* Develop innovative ways for web site and e-commerce product storytelling and experiences
to drive better results
* Monitor and manage online product assortment and content with e-commerce retailer, with goal of maximizing online presence and driving sales
* Maintain Amazon store and product listings and implement Amazon marketing initiatives to increase sales
* Act as the key interface to all consumers by responding efficiently and ensure the customer experience is top notched
* Collaborate with The Marketing Team to implement promotions across the brands
* Partners with Key e-commerce account management to ensure account alignment.
* Gather, analyse and report e-commerce metrics, including weekly retailer sales data and digital/ social/ content performance

***First Gulf Bank (FGB) - Dubai, UAE– Senior Sales Officer (Feb 2015 – Jan 2016)***

*Key Achievements*

* Managed a portfolio of existing Business Banking clients, besides developing a portfolio of new-to-bank clients for working capital and term loan facilities, with net income in excess of AED 10Million.
* Actively pursued cross-sell opportunities across the client base from Treasury and Investment-related products.
* Successfully built and managed a portfolio of trade-based facilities aggregating to almost AED 200Million for SME/Commercial clients, along with a portfolio of liability accounts.
* Played a crucial role in helping other Relationship Managers in Business Banking to identify lending opportunities for a variety of existing liability-based relationships and putting up credit proposals for Management/Credit assessment.
* Successfully originated, structured and executed structured finance, leveraged finance and project finance deals. Managed end-to-end processes from origination, negotiation, structuring, risk mitigation to execution, including liaising with internal and external law firms on facility and security documentation.

***Mashreq Bank – Relationship Officer (SME Direct Sales) (Jan 2012 – Dec 2014), Doha-Qatar***

***Vodafone Qatar (Promoter, Sales Champion) (June 2010 – Dec 2011), Doha-Qatar***

***Mannai Air Travels – Accounts (Assistant Accountant) (March 2009 – April 2010), Doha-Qatar***

# **Volunteering & Promotions**

# *Asian Games, Asian Cup, DTFF, Cirque Du Soleil, Aspire, QMMF, Qatar 2022 BID as a promoter, staff and supervisor.*UNFCC COP18 Climate Change Conference –*Conference Clerk and IT support (ITS).*

**EDUCATION**

* Prist University
* Doha, Qatar
* Bachelor of Commerce, 2012
* Marketing and Finance(Major)
* Accounts(Minor)

**PERSONAL SKILLS**

* Attention to detail
* Excellent Team Player
* Quick Learner
* Flexible
* Dependable
* Problem Solving
* Adaptability
* Creativity

**PROFESSIONAL SKILLS**

* Ms Office
* CRM
* Sales Force
* Oracle

**PERSONAL INFORMATION**

* Date of Birth : 11th Jan 1992
* Nationality : Indian
* Own a valid UAE Driver’s License

**LANGUAGES**

* English : Fluent
* Hindi : Fluent
* Malayalam : Fluent

**ADDITIONAL QUALIFICATIONS**

* Super Specialization Course in Marketing - Art of Professional Selling.
* Super Specialization Course in Finance - Banking

**ACTIVITIES & ACHIEVEMENTS**

School Scouts Member, 1200mts. Long distance Inter-school Competition Award, Red House Team Captain in School, 100mts Interschool Swimming Finalist. Volunteer for Asian Cup, Asian Games, Doha Tribeca Film Festival, Doha Park

**REFERENCE**

Will be furnished upon request