**[AMAL.367192@2freemail.com](mailto:AMAL.367192@2freemail.com)**

**OBJECTIVES**

To secure a challenging position in a company which provides an enviornment whery my skills can be improved and fruitfully utilized,with the benefit of job satisfaction and steady paced professional growth

**PERSONAL SUMMARY**

AL SOOR

SHARJAH,U.A.E

AMAL

PROFILE

INDIAN

MALE

SINGLE

 A highly competent, motivated and enthusiastic person with experience of working as part of a team in a busy office environment. Well organized and proactive in providing timely, efficient and accurate on the motive of business development. Have a real thirst to succeed and boasts a demonstrated track record of initiative, creativity and motivation. Approachable, well presented and able to establish good working relationships with a range of different people. Having insatiable energy to produce results and being able to quickly build outstanding customer relationships, it would be a valuable addition to any ambitious company. Currently looking for a suitable position with a reputable and ambitious company.

**AREAS OF EXPERTISE**

* Business Development and Expansion Skills
* Market planning and positioning
* Sales team building and leadership
* Customer Focus
* Negotiation and Deal closings

**WORK EXPERIENCE**

**SALES AND MARKETING EXECUTIVE**-AL USOOD CARGO LLC

(MARCH 2015-PRESENT)

**DUTIES AND RESPONSIBILITIES**

* Managing the sales process for new prospects, from initial contact through to closure.
* Contacting prospective customers and discussing their requirements.
* Achieving all revenue targets & objectives in line with the Area Business Plan.
* Working closely with the marketing team to produce sales collateral required for the target market.
* Developing & maintaining successful business relationships with all prospects.
* Listening to customer requirements and presenting appropriately face to face,phone or via e-mail to make sales.
* Acting as a contact between a company and its existing and potential markets.
* Negotiating on price, costs, delivery and specifications with buyers and managers.
* Reviewing own sales performance, aiming to meet or exceed targets.

PERSONAL SKILLS

* Making accurate, rapid cost calculations and providing customers with quotations.
* Attending team meetings and sharing best practices with them.
* SELF MOTIVATED
* TARGET DRIVEN
* INITIATIVE
* ARTICULATE
* INFLUENTIAL SKILLS
* ATTENTIVE
* TEAM PLAYER
* EXCELLENT PERSONALITY
* Developing a full understanding of the business market-place [Market Analysis].

**PROFESSIONAL SKILLS**

* Excellent communication skills.
* High standard of computer literacy.
* Creative approach to new campaigns.
* Creating and delivering convincing arguments to an executive audience.
* Ability to manage multiple commercial processes.
* Ability to evaluate tasks and suggest improvements.
* Experience of closing deals with management targets.
* Ability to prioritise workload; working effectively under pressure and to tight deadlines.
* Ability to present, discuss and propose at a senior level.
* Solid understanding of business concepts & dynamics for international corporations.
* Superior time management skills and strong attention to detail.

**ACADEMIC QUALIFICATION**

MAHATMA GANDHI KASHI VIDYAPITH

BACHELOR OF COMMERCE(ACCOUNTING)

JUNE 2012-MARCH 2015

**FACTS**

Nationality : INDIAN

Date of Birth : 13.12.1994

Gender : Male

Marital Status : Single

Languages Known : English(Excellent Fluency),Hindi, Malayalam and Tamil

Visa Status : Residence Visa(Currently Working)