**Uzair**

**Uzair.368825@2freemail.com**

 **Business Development Professional**

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| **Professional Summary** |

Accomplished Business Development professional possessing diverse background encompassing a business development vision and the drive needed for the company growth via lead generation customer service and sales and marketing techniques.

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| **Areas of Proficiency** |

* Possessing financial acumen and commercial traits of gauging the diverse market and identifying potential opportunities, clients and threats
* Drafting accurate reports with detailed analysis of data.
* Ability to collate and prioritize data from various sources in a swift manner.
* Good presentation, interpersonal and communication skills.
* Ability to work independently and ensure the financial viability of the projects.
* Identify the key customer requirements and cater to them resourcefully.

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| **Professional History** |
| **Business Development Executive 02/2008 to 03/2010** |

**Khaishgi Construction Corporation-India**

* Responsible for initiating Sales and Marketing techniques for both existing and new projects.
* Strategy planning
* Responsible for leading the central government railway projects.
* Assisting in the procurement of materials, managing financial transactions and organizing promotional events.

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| **Business Development Executive 05/2010 to 12/2014** |

**KCIC Pvt. Ltd.-India(Bangalore)**

* Managing commercial and residential real estate projects in three major cities.
* Monitoring teams under semi-government metro rail projects.
* Networking of newly launched Indo-Vedic herbal products internationally.
* Responsible for monitoring the ground handling staff in the aviation cargo section.
* Promoting new launches and achieving business goals.

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| **Business Development Manager 12/2014 to 02/2017** |

**Integrated Resources-Dubai, India, Indonesia**

* Was part of the launch of two new consumer products in the domestic and international market.
* Lead the sales and marketing team in Dubai, India, Indonesia.
* Monitored the procurement teams in Indonesia.
* Handled financial transactions and assisted the accounts department.
* Achieved about 30% of the sales growth of the company.
* Established a platform for wholesale dealers in the UAE and Saudi Arabia region.
* Handled cargo and shipments in the UAE and Indonesia.

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| **Education** |

* Bachelor of Business Management (Bangalore University)- 2006
* Higher Secondary, St. Matthais High School (Mysore)
* Certified Diploma in Computer Application

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| **Personal Details** |

* D.O.B: 18/02/1985
* Gender: Male
* Current location: Sharjah
* Languages known: English, Hindi, Urdu, Kannada

*Yours Sincerely*

***Uzair Ahmed Khan***