 **LAURENT**

Business Development Executive,

DUBAI-UAE

Mobile: Whatsapp +971504753686 / +919979971283

E-mail: [laurent.375890@2freemail.com](mailto:laurent.375890@2freemail.com)

**CAREER OBJECTIVE**

To aggressively prospect, maximize sales, provide exemplary customer service and squash the competition with cross expertise in sales & marketing, new business development, key account management and operations particularly in UAE and African countries.

**SKILLS**

|  |  |
| --- | --- |
| * Key account management | * Business development |
| * Excellent knowledge in closing deals | * Customer Focus |
| * High degree of flexibility. | * Effective time-management |
| * Excellent team player and organization skills | * Excellent communicator |

**PROFESSIONAL EXPERIENCE**

**Du Telecommunications** (CFI) DUBAI –United Arab Emirates

Team leader - SME Sales / Operations **(June 2014 - Present)**

* Explore new business opportunities and potential clients to maximize the company profit.
* Establishing new and maintaining existing relationships with customers.
* Working on proposals, orders and acting as the main point of contact within the business.
* Manage existing SME business, updating database and sales report.
* Persuading clients that a product or service will best satisfy their needs
* Build relationships with key decision makers
* Negotiating and closing sales by agreeing terms and conditions.
* Maintain a high level of product knowledge in order to have meaningful conversations with prospects.
* Review pending orders and specific customer requests to ensure excellent customer service.
* Tracking sales orders to ensure that they are scheduled and sent out on time.
* Achieving monthly and quarterly targets.
* Resolve customer complaints regarding sales and service
* Provides timely feedback to senior management regarding performance.
* Offering after-sales support services
* Be a positive representative of the company and its services in the marketplace.
* Conduct all sales activities with the highest degree of professionalism and integrity

**GOBAL GENERAL TRADING** –Yaoundé Cameroon

Business Development Executive (SMALL and MEDIUM Segment), **2011 - 2014**

* Lead generation, pipeline building and monitoring sales activities to achieve the sales target.
* Identify sales opportunities and follow up on existing accounts for business development.
* Conducting Sales and product training
* Account maintenance with yearly contract renewals and retention
* Deal with clientele to negotiate business dealing, while developing contacts with key accounts
* Reaching the targets on weekly and monthly basis.
* Served as integral member of team that delivered single-year sales increase of 18%.
* Assumed a lead role in pitch team meetings due to strengths in presentation and negotiation skills

**EMIRATES BUSINESS TRAVELS**

Travel Consultant/ Ticketing Agent (**MAY 2010 - DEC 2011)**

* Explained the itinerary and schedule of the tour
* Assists individuals and groups in planning, organizing, and booking travel
* Conducts research according to the requirements of the client; get the most affordable deals
* Provides a list of suggestions that the clients can choose from
* Provides clear information for each choice so that the clients can decide properly
* Coordinates with tour operators and travel agencies regarding tour package choices;
* Bargains with tour operators to get the most affordable rates
* Monitors weather conditions
* Keeps track of the customers while on travel and provides assistance as the need arises
* Acts as tour guide if necessary
* Ensures that the travel goes smoothly by making all necessary preparations and anticipating all that can happen.

**EDUCATION**

**University of Douala- CAMEROON**

* Bachelor’s degree in Marketing
* Major: Marketing
* Minor: Business Administration

# Training Courses Attended

* Du Sales/ Operations training.
* Workshop emirates business travels
* Workshop ( SABC)
* Entrepreneurship

**IT SKILLS.**

MS Office, Advanced Outlook expert level and Excel command

**PERSONAL DETAILS**

|  |  |  |
| --- | --- | --- |
| **Nationality:** | Cameroonian | **Visa Status:** Residential Visa (company sponsored) |
| **Date of Birth:** | 7th August 1988 | **Languages:** English& French |