

**JAFAR**

**Email:** [jafar.382662@2freemail.com](mailto:jafar.382662@2freemail.com)

**PROFESSIONALSYNOPSIS**

* An astute & result oriented professional with rich experience in operations and admin.
* Analysis of potential industries and planning for new concepts for business.
* Excellent analytical, communication and presentations skills etc.
* Problem solving attitude according to organization and competitors.
* Instantly ready for any creative and innovative opportunity.
* Excellent consultancy skills for clients regarding marketing plans.
* Collaborated with marketing and other professionals to coordinate brand awareness and marketing efforts.

**PROFESSIONAL EXPERIENCE**

**Jan 2013 –June 2015: Operations Supervisor with Hayat Stores, Indore, India.**

* Gained hands on experience in handling all branded bags and accessories where I was a part of team comprising 4 salesmen.
* I was a part of operations, purchasing and sales department where I learnt management skills.

**May 2017-Oct 2017: Marketing Specialist with 600ADS (Classified Paper) Dubai.**

* Gaining hands in Marketing & B2B sales.
* Planning and executing initiatives to reach the target audience through appropriate channels.
* Collaborating with marketing and other professionals to coordinate brand awareness and marketing efforts.
* Carrying out cold calling. Email marketing for organization.
* Creating a portfolio of client accounts and monitoring the ongoing activities related to them.
* Managing, reviewing progress and delivering the client’s advertisement projects.

**Oct 2017 -Present: Marketing Specialist with Acme Management, Dubai.**

* Working together with the sales team, educate both internal and external stakeholders on the product features and their benefits.
* Presenting both internally and externally on market trends, theme or to just promote the story of the products and services (**Wealth Management, Banking, Investment etc**.).
* Measuring and optimizing the buyer journey as it relates to product feature adoption and usage.

**INTERNSHIPS**

**April-July 2016: Marketing Executive with Remax Properties, Dubai.**

* Developed Marketing Campaign.
* Strengthened channel partnership and developed new opportunities for the company.
* Conducted primary research on the feasibility of a website proposed by the company.
* Publicized website to bring about awareness and increasing the credibility of the company.

**July 2016: Social Media Marketing Intern with Al Dar General Trading Dubai.**

* Conducted primary research on the feasibility of a website called www.yobobox.com proposed by the company.
* Managed Social Media Marketing for the company.
* Publicized the website by Social Media marketing, Sales of electronic products.
* Sales of electronic products.

**August-Sept. 2016: Marketing & Sales Trainee with Lama Tours & CarFare Rent a Car Llc Dubai.**

* Promoted sales for rent a car.
* Arrange meetings with salesperson and customers
* Discovering new potential clients.

**Oct-Dec.2016 Marketing Executive with ePillars Systems Llc Dubai.**

* Promotion of IT products. (worked as exhibitor in GITEX Tech 2016).
* Carried out cold callings and email marketing for organization.
* Arranged meetings with sales person and customer.

**Dec 016 – Jan 2017 Merchant Success Intern with Bebuzzd (Digital Loyalty Program).**

* Promoted loyalty program.
* Managed relationship with Merchants.
* Developed and maintain a deep understanding of the product and speak with merchants about functioning of the application.

**EDUCATION**

**2015–2017 Amity University, Dubai.**

* MBA in Marketing Management

**2011‐2014** **Devi Ahilya University, Indore.**

* BBA (Bachelor of Business Administration in Marketing Management)

**COMPUTER SKILLS:**

**SEO** (Search Engine Optimization).

**Software**: Odoo ERP, Pipedrive, MS Office (word, excel, PowerPoint).

**LANGUAGES: English**: fluent, **Hindi**: fluent, **Urdu**: fluent, **Arabic**: Beginner, **French:** Beginner.

**PERSONAL DETAILS**

Nationality: Indian

Date of birth:12/Aug/1993

**SPORTS/HOBBIES**: Travelling, Photography, Cricket, Badminton, Adventure sports,puzzle, Socializing with friends, Social Networking.