**Daniel**

Area Sales Manager

I have over 12 years of experience in Marketing, Sales, Customer Service and Hospitality sectors. My working domains include customer Service Management and People Management.

Dubai  Visa Status : Visitor

**S k i l l s**

|  |  |  |
| --- | --- | --- |
| Strong Written and verbal communication skills | Decision Making | Outbound Marketing |
| Quick learner | Public Speaking | Emotional Intelligence |
| Ability to solve problems | Negotiation | Research & Strategy |
| Take over escalation calls | Teamwork | Sales & Marketing |
| Ability to communicate over the phone. |  |  |

**W o r k E X P E R I E N C E**

Worked as Area Sales Manager

Place: Bangalore (INDIA) From **Jan, 2017 to Dec, 2019**

* Changing defective products, miss-shipped products and producing profit and assessing it.
* Studying USP accounts to develop strategies and gathering required data for documentation.
* Promoting knowledge in the group, organizing meetings, discussing issues and problems.
* Handling and supporting all requirements of the customer with all possible source’s utilization.

Worked for **CITI BANK** as Team Leader

Place: Bangalore (INDIA) From **Feb, 2014 to Dec, 2016**

* Increase credit card customers
* Engage and educate customers on product usage
* Convey brand information to customers and respond to questions/inquiries
* that arise
* Responsible for daily/monthly sales targets
* Investigate and address competitors’ activities
* Prioritize and schedule proactive calls to organization’s accounts
* Update and manage contact database with accurate profiles, notes, and
* relevant information
* Undertake training on the firm’s markets and products, and improve on
* selling skills
* Match sales opportunities that cover other products involving various sales

Worked for **HDFC** as Marketing Executive

Place: Bangalore (INDIA) From **Jan, 2012 to Feb 2014**

Develop marketing plans for new products

* Coordinating the activities of a sales team in order to build a healthy and profitable relation with buyers and other associates.
* Assigning members of the team to the company’s accounts.
* Devising new and original strategies and techniques necessary for achieving the sales targets.
* Setting weekly, quarterly, monthly, and annual sales targets for the sales executives and other Sales Representatives, making sure these targets are realistic and achievable.
* Defining and implementing sales policies and procedures.
* Approving all sales plans and budgets

Worked for **WESTERN UNION Foreign Exchange** as Interbank Trader

Place: Bangalore (INDIA) From **Mar, 2009 to Dec 2011**

* Maintained records of all market liquidity processes.
* Managed all foreign exchange risks transactions for everyday activities.
* Developed professional relationships with all clients.
* Administered all complex transactions for risk issues.
* Monitored all international payment processes for foreign exchange.
* Coordinated with trading desk to develop customer base.
* Provided assistance for all customers for foreign exchange processes.
* Implemented all foreign exchange activities efficiently.

Worked for **Airtel** as Sales & Marketing Manager

Place: Bangalore (INDIA) From **June, 2006 to Feb 2009**

* Strengthen the distribution and sales network by increasing the SIM & Data Selling Outlets to the maximum possible extent in the assigned territory.
* Ensure existing customers are adequately serviced
* Understand the market demographics and drive sales strategy according to customer segments
* Drive the basic distribution parameters such as Channel profitability and Channel satisfaction
* Increase value for Partners i.e. Distributors, Retailers and Field Sales Executives through systematic marketing and merchandising activities
* Develop timely Market Intelligence reports, detailing the changing customer trends and competitors’ performance

**E D U C A T I O N SS INTERNATIONAL UNIVERSITY** (Bengaluru)

Bachelor of Commerce

**INTEREST**

Traveling Listening to Music Snooker Motor Sports

**PERSONAL INFORMATION**

Date of Birth: 10th July 1975

Sex: Male

Marital Status: Married

Nationality: Indian

Email: [Daniel-398254@gulfjobseeker.com](mailto:Daniel-398254@gulfjobseeker.com)

I am available for an interview online through this Zoom Link <https://zoom.us/j/4532401292?pwd=SUlYVEdSeEpGaWN6ZndUaGEzK0FjUT09>

Ps: All information given above is true and can be verified at any given time.

**Daniel**