Name : Suneel

Mob- : 0504753686

Email -ID [suneel-399674@2freemail.com](mailto:suneel-399674@2freemail.com)

**Objective :**

Seeking a position as Business Development in a leading multinational organization looking to expand their global presence, contributing business value by developing and executing a strategic long-term vision; also possessing strong administrative and marketing skills.

Expertise in analytical thinking and problem-solving skills, paired with passionate spirit for new expertise and quick learning skills.

**EXPERIENCE PROFILE: ABOVE 12 YEARS**

**Company Name :** Freight Forwarding Company

# Jebel Ali Free Zone - UAE

**Designation :** Senior Sales Executive (July-2018 to Present)

**Key roles and responsibilities:**

* Strong ability to convince the customers and create the interpersonal relation and maintain good relationship with clients.
* Proven sales track record for achieving the target revenue set by the management.
* Special Expertise of Handling the Automobiles Export / Import by Air Sea / Sea & RORO.
* Develop leads and achieve air/ sea/ land/ multimodal cargo freight forwarding sales targets.
* Value creation of the opportunities by working closely with the sales and operations management team to develop creative workable solutions to customer's needs.
* Create and develop new revenue on existing accounts and maintain customers profile report and follow up on leads & Collaborate with other leads to improve sales pipeline, aid holistic development.
* Routine visits to existing & new customers to develop business relationship and analyze the market &create prospects.
* Negotiating the terms of an agreement and closing sales with customers.
* Handling multimode inquires of Import / Export / Cross Trade / Warehousing / 3PL, & Break bulk.
* Reporting to General Manager for the weekly Sales & Marketing activities and Market feedback.

**Company Name :** CSS Logistics LLC , DAFZA-Dubai , UAE

**Designation :** Senior Sales Executive ( 1 Year )

**Company Name :** Honor Cargo Services LLC, Dubai - UAE

**Designation :** Sales Marketing Executive ( 2 Years)

**Company Name :** BMS Logistics LLC, Dubai-UAE

**Designation :** Head of Operations ( 3 Years)

**Company Name :** B M General Trading LLC Dubai - UAE

**Designation :** Purchase and Logistics ( 5.8 Years)

|  |  |  |
| --- | --- | --- |
| **Degree- (Attested)** | **University** | **Year** |
| Bachelor of Arts | UNIVERSITY OF JAIPUR | 2006 |
| Senior Secondary | BOARD OF AJMER | 2003 |
| High School | BOARD OF AJMER | 2001 |

**PERSONAL TRAITS**

# **Creative thinking with well-organized positive mental attitude.**

* **Excellent verbal and written communication skills.**
* **Comprehensive problem-solving abilities & ability to deal with people diplomatically.**
* **A remarkable team player Enthusiastic, honest, diligent & dependable.**
* **Able to work under time pressure & flexible in dealing with people from different walks of life.**

Fluent in the following languages;

**LANGUAGES**

* + English
  + Hindi

**PERSONAL DETAIL**

Date of Birth : 4thJuly,1985

Nationality : Indian

Marital Status : Married Driving License : UAE / India

Visa Status : Valid till July-2022

Own Car : Yes

**DECLARATION**

I hereby certify that the above information is true to the best of my Knowledge and belief.

**Suneel**