**­PASCAL**

**Business Development Executive**

Dubai

**C/o-Mobile +971 505891826**

**Email:** pascal.379096@2freemail.com



**CAREER OBJECTIVE**

A keen learner with a flair for adopting emerging trends and addressing industry requirements to achieve organizational objectives.

**

**WORK EXPERIENCE**

1. **BUSINESS DEVELOPMENT EXECUTIVE**(2 years)

***Emirates NBD (Credit link Marketing), Dubai.***

* Achieve assigned sales targets in order to contribute to the sales volumes / revenues.
* Develop new markets and customers within the assigned territory to enhance sales volumes/ revenues.
* To achieve Targets by Selling Credit Cards to the Residents / Customers based in UAE.
* Selling Product to Acquire New Customers in order to increase the Customer database with the Right mix of Profile Ensure all required closing documentation is present to schedule closing..
* Cross sell non –assigned products & services to contribute the revenues and market presence.
* Provide Quality Service to the CM, to maintain Strong Customer Satisfaction, as Customer Satisfaction is the Top Priority of the Emirates NBD.
1. **SALES EXECUTIVE**(1yr 6 months)

***Darshan Design Pro Pvt Ltd, Belgaum, India***

* Interacted with the new clients on daily basis for understanding there business requirements.
* Planned and designed the complete work estimate and time.
* Followed up and Co-ordinated between different departments to get the work completed on time.
* Handled Advertisement’s for print media, TV and radio.
* Handled Outdoor media that includes flex printing, vinyl printing, indoor branding, glass branding, vehicle branding.
1. **SALES ADVISOR**(2yr 3 months)

***Oceans Connect India Pvt Ltd, Pune, India***

* Worked for inbound and outbound process.
* Good customer relationship skills with existing and new customers.
* Excellent knowledge on the products and it's working.
* Excellent communication skills on calls led to satisfied customers and increase in sales.
* Achieved weekly sales targets regularly and was awarded top performer for the month.

**EDUCATIONAL BACKGROUND**

**ACADEMIC PERFORMANCE:**

|  |  |  |  |
| --- | --- | --- | --- |
| COURSE | INSTITUTION | **BOARD/****UNIVERSITY** | **YEAR OF COMPLETION** |
| S.S.L.C | ST.PAULS HIGH SCHOOL BELGAUM | KARNATAKA SECONDARY EDUCATION BOARD | 2006 |
| P.U.C | GOGTE COLLEGE OF COMMERCE BELGAUM | DEPARTMENT OF PRE-UNIVERSITY EDUCATION | 2008 |
| B.Com | GOGTE COLLEGE OF COMMERCE BELGAUM | KARNATAKA UNIVERSITY DHARWARD | 2011 |



MY STRENGTHS

* Proficient with Windows Operating Systems with basic troubleshooting, MS Office (Word, Excel, PowerPoint and Outlook express) and Internet Utilities.
* Comfortable both as individual and as a team player
* Good communication skills.
* Fast learner regarding practical work.
* Creative mind, Sincerity & Punctuality
* Good Organization and Administrative skills.

PERSONAL INFORMATION

Date of birth : 3.Jan.1989

Sex : Male

Marital Status : Married

Nationality : Indian.

Languages Known : English, Kannada, Marathi, Hindi & Konkani

SELF ACCOMPLISHMENT

I hereby declare that all the above said informationis true to the best of my knowledge.

**REFERENCE**

Available on Request

PASCAL