**FAIZAN**



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**~Business Management Professional ~**

**Sales & Marketing / Business Development / Client Relationship**

*This seeks to leverage experience and business acumen as well as learn from accomplished peers, while continuing to work in the organization*

**BRIEF SYNOPSIS**



* Goal oriented professional with more than 14 years of valuable experience in Sales & Marketing & Business Development.
* Experience inincreasing sales revenues, exceeding targeted goals, developing profitable & productive business relationships and building an extensive client base.
* Expertise in exploring & developing new markets through appointing of new channel partners.
* Excellent communication & presentation skills**.**

**PROFESSIONAL EXPERIENCE**



**Oct2016-Till Date; Trading company. (Dubai)(Business Development Manager)**

**Significant Highlights**

* Responsible for developing the market for high end perfumes, luxury watches, & sunglasses.
* Making proposal for the clients & negotiating the deal.
* Appointing new dealers & distributors.
* Strong wholesale client base in perfume & watches industry.
* Developed or implemented new procedures or systems to increase sales.
* Perform regular market survey about the products condition& pricing.
* Setting up the meeting for the new business.
* Maintaining healthy relationship with the key accounts.
* Also responsible for collection of payments.
* Reporting to General Manager.

**Jan 2014-March2016; Sales & Marketing Executive (Corporate sales) (Doha, Qatar):**

***Significant Highlights***

* Responsible for selling the company turnkey solutions that include primarily sewage treatment plant &reverse osmosis system for water treatment projects and swimming pool, saunas, steam & spas for wellness projects.
* Also responsible for selling maintence of swimming pools, spa, sauna, reverse osmosis & sewage treatment plants.
* Also handling in house sales for lights, nozzles, pumps, inlets, drains, filters, chemicals, etc.
* Meeting clients and giving presentation to them about the company profile, products and services for sales prospects.
* Preparing ROI (return of investment) for RO & STP plant and presenting potential cost benefit analysis to potential clients.
* Basic knowledge of preparing sales quotations.
* Cold calling to arrange meetings with potential customers to prospect new business.
* Making presentations and demonstrating how a product will meet client needs
* Representing the company at exhibition, conferences and trade shows.
* Following up with the client after sending the proposal.
* Prospecting for the new business as well as renewing existing clients.
* Focusing on the remote area for the water treatment projects.
* Maintaining& making new business relation with the key client.
* Reviewing the contract agreement before the final signature.
* Following & collection for the payments and dues.
* R**e**porting to sales manager.

**Jan 2011 – Dec 2013; (Meerut) (Sales Manager.)**

***Significant Highlights***

* Responsible for selling the housing projects across the entire region given.
* Supervising promotional sales activities of properties through different mediums that
* Include road shows, malls presentation
* Advising clients on market condition, price, mortgage, and funding matters.
* Following ups with sales lead
* Marketing research for the prospects clients
* Maintaining relationship with the key clients
* Developing and managing customer care programmed for improve sales
* Meeting clients for the finalization of deals
* Achieving the sales target
* Reporting to regional manager

**Aug2007-Sep2010; Bank in Dubai (Sales and client service officer.)**

***Significant Highlights***

* Provide full range of banking services to walk in customers, emphasizing personal financial counseling and customer service.
* Cross sell consumer and business products that assist in retaining and expanding the relationship with new and existing clients.
* Manage premier client portfolios of consumer lending as well as business banking products.
* Provide customers with personal financial counseling and lending services in order to discover opportunities to up sell retail banking products.
* Develop and maintain relationships with customer to maximize sales opportunities and achieve sales target.
* Meeting personal visits to the customer for sales.
* Reporting to Branch manager.

**May2004 – June2007: (HDFC Bank subsidiary)(Auto loans )**

**Sales executive**

***Significant Highlights***

* Responsible for selling auto loans to the designed area.
* Providing customers with the details about the finance available by the bank.
* Cold calling to arrange meetings with potential customers to prospect for new business.
* Maintain strong relation with dealers.
* Follow up with the visited client at the dealership.
* Coordinating with the branch for the sales lead.
* Reporting to Sales Manager.

**COURSES/EXHIBITIONS ATTENDED**



* Attended & organized exhibition for beauty world 2018(Dubai )
* Attended and Organized Exhibition for **Qatar Pool and Spa (24-26 march 2015**) for the company
* Attended and get certified by the Cohen Brown Management Group for ‘Proactive relationship for high income client.

**ACHIEVEMENTS**



* Increase market penetration & sales of Golden valley trading by 20 %compared to 2017.
* Increase the company sales for **sewage treatment(STP)& reverse osmosis(RO)** plant up to **35%** as compared to last year (2014-2015)
* Got employee of the month for two times in a year for selling highest number of Mashreq Millionaire (2008-2009)

**ACADEMIC CREDENTIALS**



* **Master of Business Administration (MBA) in** marketing from Lal Bahadur Shastri Institute of Management &Technology (LBSIMT)
* **Bachelor of Commerce (B.Com) from** M.J.P. Rohilkhand University.

**TECHNICAL KNOW HOW**

* DCA (DIPLOMA IN COMPUTER APPLICATIONS

**PERSONAL SNIPPETS**



Date of Birth: 23rd August 1980

Linguistic Skills: Fluent in English, Hindi, and Urdu

Nationality Indian

Marital Status Married

Driving License Indian, UAE (Final Test Remaining)