

AREAS OF EXPERTISE

*Business Development*

*Pricing*

*Relationship Building*

*Job allocation*

*Sales Forecasting*

*IT literate*

*Developing teams*

*Strong Follow-up*

PERSONAL SKILLS

*Dedication*

*Encouraging*

*Hardworking*

*Leadership*

*Strong character*

*Winning mentality*

*Responsible*

Andrew

Senior Business Development Executive

E: [andrew.386040@2freemail.com](mailto:andrew.386040@2freemail.com)

PERSONAL SUMMARY

*Expert business strategist with a sound understanding of organizational development and sales. Skilled communicator with over 10 years of experience providing companies with successful solutions to building organizational success. Persuasive negotiator who uses integrity and professionalism in presenting joint ventures, assessing acquisition opportunities, and identifying new markets. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches.*

CAREER HISTORY

***Peniel Technology LLC - UAE***

*Authorized Accounting Software dealer & IT solution providers*

*Senior business development executive* *January 2015 – Present*

*Business development executive* *May 2013 – December 2014*

***Duties****:*

* *Develop new business and long term account opportunities through prospecting and cold calling.*
* *Develop, coordinate and implement marketing plans designed to maintain and increase existing business and capture new opportunities.*
* *Develop sales presentations, conduct seminars and participate in meetings with clients and external vendors.*
* *Complete RFP's and proposals, follow up on submissions and close business. Be aware of organizational growth initiatives regarding market and target customer segments, and the company’s potential to meet customer needs.*
* *Oversee, maintain and upgrade existing accounts to ensure ongoing client satisfaction.*
* *Coordinate, manage and resolve account maintenance issues.*

Joy Motors – Sri Lanka

*Joy Motors Is Importers & Dealers of Japanese vehicles Diesel & Petrol Engine and Spare parts.*

*Customer Relation & Sales Executive* *August 2010 – March 2013*

***Career Facilitators – Sri Lanka***

*Career facilitators (pvt) ltd is local recruitment and Outsoursing Company for banks and leading private companies.*

*Recruitment & Sales Coordinator* *May 2009 – July 2010*

***National Development Bank – Sri Lanka***

*Banking Associate – Tele marketing (Contact Center)* *April 2008 – April 2009*

PERSONAL DETAILS

*Anbalagar Andrew*

*Deira, Dubai, UAE*

*DOB: 19 OCT 1990*

*Nationality:*

*Sri Lankan*

*Visa: Resident (UAE)*

KEY SKILLS AND COMPETENCIES

***Leadership & Managerial attributes***

* *Capable of understanding detailed business process and procedures.*
* *Ability to work under pressure and meet targets.*
* *Able to build a working atmosphere that has energy, vitality and fun.*
* *Having a methodical & organised approach to work at both individual & team level.*
* *Writing accurate reports through the detailed analysis of data.*
* *Assisting with analysing sales figures to help future sales figures.*
* *Monitoring the campaigns of local competitors.*
* *Organising seasonal promotions and events.*

ACADEMIC QUALIFICATION

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| *Jaipur National University - India* | *2016* |
| *Retailing - Bachelors of Business Administration* |  |
| *Sri Lanka College of Technology Colombo* | *2008* |
| *Training on Computer Hardware and Network* |  |
| *Esoft – Sri Lanka* | *2007* |
| *Certificate in Information Technology* |  |
| *Methodist Central College – Sri Lanka* | *2006* |
| *GCE Ordinary Level* |  |

REFERENCES – Available on request.