

 **AMIR**

**Aamir-392984@2freemail.com**

**AREA OF EXPOSURE:**

 **BUSINESS DEVELOPMENT/MARKETING**

Identifying and networking with prospective clients. Generating business from existing accounts and achieving profitability and increase sales growth.

Analyzing market trends and tracking competitor’s activity and providing valuable input for product enhancement fine tuning sales and marketing strategies.

**EXPERIENCE**

**INNOVATIVE AUTOMATIC DOORS ABU DHABI (UAE)**

**POSITION WORKING** : **SALES EXECUTIVE**

**TENURE**  : (**FEB 2017 – Till Date)**

**PRODUCT DEALS IN** : **All Kind of Automatic Doors & Security Solutions(Automatic Doors, Traffic Control Barrier,Car Parking Shed , CCTV,Intercom,All Kind of Glass work)**

**RESPONSIBILITIES**

* Relationship building.
* Interacted with clients and used sales techniques to improve profits.
* Cold Calling potential clients, building relationship and generate new sales.
* Listening to customer requirements and presenting appropriately to make a sale.
* Acting as a contact between a company and its existing and potential markets.
* Conveying technical information to customers.
* Closing sales and making plans to gain repeat business.
* Maintaining a working understanding of key suppliers, competitive position.

**INFINITE GIFT TRADING LLC. DUBAI (UAE)**

**POSITION WORKING** : **SALES EXECUTIVE**

**TENURE**  : (**FEB 2015 – Till Date)**

**PRODUCT DEALS IN** : **GIFT ITEMS (Mobile, Perfume, Watches, Sunglasses)**

**RESPONSIBILITIES**

* Handle of the store sales and documentation.
* Handling all the account of Customers and company.
* Maintain Proper record for receipt and payment.
* Prepare management report concerning purchase,Sale and inventory.
* Maintain excel Sheet purchase and sale parties.

**CHANNELS TOWERS INDIA PVT. LTD.**

**POSITION WORKING** : **SALES EXECUTIVE**

**TENURE**  : (**JULY 2012 – OCTOBER 2014)**

**PRODUCT DEALS IN** : **Closed Circuit Television Camera (CCTV Camera)**

 **RESPONSIBILITIES**

* Relationship building.
* Researching the market and related products.
* Presenting the product or service in a structured professional way face to face.
* Listening to customer requirements and presenting appropriately to make a sale.
* Acting as a contact between a company and its existing and potential markets.
* Negotiating the terms of an agreement and closing sales.

**MISCELLANEOUS**

* **RESEARCH REPORT ON MARKET ANALYSIS AND GROWTH POTENTIAL OF INDIAN RETAIL SECTOR.**
* **SUMMERTRAINING REPORT ON RETAILER’S SATISFACTION WITH IDEA CELLULAR SERVICES.**

**QUALIFICATIONS**

**PROFESSIONAL**

* MBA (Marketing and finance 2012) from United Institute of Management, Allahabad (Uttar Pradesh Technical University) INDIA.

**ACADEMIC**

* B.Com(2010) from Shibli National Post Graduate College, Azamgarh affiliated to Veer Bahadur Singh Purvanchal University.INDIA.
* 12th(2007)from U.P.Board.INDIA.
* 10th(2005)from U.P.Board.INDIA

**TECHNICAL**

* Knowledge in MS Office
* Well Versed in Internet and E-mail

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**ADDITIONAL INFORMATION**

* Date of Birth : 10th December 1988
* Marital Status : Single
* Languages : English, Hindi & Urdu