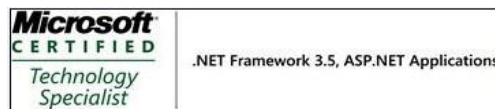


A F S A L A R F A J . M



+91 8778319086 | afsalpetec@gmail.com

BUSINESS DEVELOPMENT EXECUTIVE



I would like to present myself as a participator for the job vacancy on availability.

Having experienced within the Sales and Marketing industry for over 5 years', developed a range of skills that generally meet, and may exceed the expectations for the role

I hope you will extend me an opportunity to serve your esteemed concern in the capacity mentioned for a suitable post.

I would like to take the job in sense of goodness to an appreciable level and to work with new assignments.

Thanking You

Afsal Arfaj, afsalpetec@gmail.com

Mobile No: +91 8778319086

OBJECTIVE

To step up my professional work following my aspirations and also in tune with the growth of the company. Work with in an organization focused on growth and gain experience while working with in the business.

PERSONAL STRENGTH

Self-motivated in providing good standards of service. Ability to organize & motivate others to good levels of performance & productivity. Good communication & interpersonal skills. Being good on speaking English and with convincing skills, I am a personality who can work in Pre-sales and Sales and Presentation.

PROFESSIONAL EXPERIENCE

More than 5years of experience

Xpertise IT Solutions: Sales Manager: - (Feb 2020 – Sep 2020)

- ✚ Database of clients from various sectors.
- ✚ Dealt with IT products and systems including Attendance machine, Computers, Servers, Telephone systems.
- ✚ Dealt with service-related enquiry and finished the task also.
- ✚ Dealt with customers & the dealer network to quote the prices.
- ✚ Send company profile to different companies via e-mails.
- ✚ Dealt with IT related products Sales.
- ✚ Sent Annual maintenance proposals in order to facilitate a successful and profitable deal.
- ✚ Dealt with a diverse range of clients. Did meetings with clients from different sectors.

Business connection: Business Development Executive: - (Feb 2019 – Nov 2019)

- ✚ Develop Database of Clients with respect to that of Assigned Sectors.
- ✚ Arrange meetings with IT / Marketing / on variable basis.
- ✚ Assisting the clients in showing them the demonstration of the product.
- ✚ Finalizing the deal and assisting them in Purchase process.

- ✦ Representing the products like Access controllers, Biometric attendance machine, ID card Printers, Visitor Management solutions.

Pact Employment Services : Sales Executive (Jan 2017 – Aug 2018)

- ✦ Handle WPS Portfolio for the customer on sales.
- ✦ Maintaining healthy relationship with the customers.
- ✦ Handle and cross verify documents.
- ✦ Maintaining communication and negotiation skills.
- ✦ Giving options on the selling product to close the sale.

Achievements:

- ✦ On Account of competition for Sales performance across UAE, Company has sponsored a paid trip to Georgia.

Innovation Employment Service : (March 2016 – October 2016)

- ✦ Able to bag and maintain potential customer.
- ✦ Ability to assist customers to sign up for the deal.
- ✦ Ability to answer customers' questions and give information.
- ✦ Able to submit new files for sales.

APPCO Group: Crew Leader and Business Associate (Nov 2013 – Jan 2016)

- ✦ Official fundraiser for Child Rights and You, A Charitable organization.
- ✦ Instructor for some new joiners in our office.
- ✦ Tata Sky sales and customer services on enquiry.

- ✚ One of the recruiters in Focus Management (SBU of Appco group).
- ✚ Award holder for Team Leader and Sales executive.

INTERPERSONAL SKILLS

With professional abilities and communication Skills, Awarded as the BEST STUDENT of the College for Professional Abilities.

PERSONAL DETAILS

D.O.B : 24th August 1992
Status : Unmarried
Nationality : Indian
Course Completed : B.E. (ECE) PET Engineering College, Anna University, Chennai
Passport Number : L8578462
Expiry Date : 02/04/2024
Visa Status : Currently in India [last visa cancelled]
Languages known : English, Tamil, Malayalam (Broken in reading and Writing),
Broken Hindi

DECLARATION

I hope that the above-furnished details may give you an idea on my profile

Afsal Arfaj M