

201 Creado Apartments,  
Juhu Church Raod,  
Juhu, Mumbai- 400049 India  
P : +91 8898080904  
E : hr6@falconmsl.com  
W : www.falconjobs.net

FALCON ID # 24427

Petroleum / Sales Asst / Manager

Residential Country : United Arab Emirates      Nationality : United Arab Emirates

Resume Title : Sales Manager      Notice Period : 30 Days

## EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Indian Institute Of Planning And Mgt, New Delhi	2013	India
Bba	Indian Institute Of Planning And Mgt, New Delhi	2011	India
Diploma	Nanyan Tech Univer-Mgt Program- Global Opportunity	2011	Singapore

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sales Manager	Reputed Company	United Arab Emirates	02/2015	07/2015
Customer Relationship Mgr	International Armored Group	United Arab Emirates	01/2013	12/2015

## ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary  
(Monthly In Usd): Not Mention

Expected Salary  
(Monthly In Usd): Not Mention

## Additional Skills :

### SUMMER INTERNSHIP-1 (2012)

Title company: Corporate Banking

Company: Kotak Mahindra bank ltd

Role: Arranging meetings with clients and attending them

Duration:60 days

Synopsis: Understanding the banking needs for the corporates.

### SUMMER INTERNSHIP-2 (2011)

Title: Marketing research of HUNTER PREMIUM BEER Bhopal.

Company: Som Distilleries & breweries Ltd., Bhopal.

Role: Marketing Segmentation and maintaining with existing client.

Duration: 45 days

Synopsis: After working for one month in corporate world, I developed organization citizenship behavior. I learned the importance of push marketing and its impact on others. I learned how to do paper survey.

## ACHIEVEMENTS

Appreciated for giving suggestions and support sales team to increase sales volume.

Appreciated for efficient customer issue handling.

Generated a business of 5,000,000 AED in a span of 12 months

Worked with high end clients from UAE, Nigeria, Chad, Libya, Ethiopia, UK , Belgium, Singapore Canada and some of the middle men in UAE.

Was responsible for generating business from government of Nigeria & Chad Republic.

## Additional Information :

### PROJECTS UNDERTAKEN

Various Projects done for Government clients at International Armored Group.

Civil Private Company Projects regarding Armored Vehicles and Military Vehicles.

Various case studies were solved that helped me to understand real life scenario's.

Devoloped Program Leader Guide of training program on Presentation skills.

Understand and worked on various strategies adopted by top C.E.O's of world as their business policy in order to increase their market capitalization.