



# VISHAL SHAJILAL

## Business Development Executive

### PROFILE

Experienced & self-motivated Sales professional with **more than 2 years** of industry experience with a record of delivering operational gains, sales achievements, and sustainable improvements in business development. Adept in implementing programs and changes that enhance company position and lead to success.

### CAREER

**Business Development Executive** Feb 2020 – Present  
**BMB Group, Dubai**

- Initiated and managed strategic sales activities for key accounts and territories
- Conducted continuous negotiations and processed sales with competitive product offerings to Retailers.
- Developed strategic plans to close complex deals via visuals, presentations, meetings and price quotes
- Keep prospective client database updated. Make cold calls for new business leads
- Presenting solutions to key decision makers
- Growing sales through existing client.
- Travel to stores and food expo to set up a booth providing samples and information for new products.
- Review and analyze customer prescription / product sales and establish improvement plan to develop.
- Communicate with current clients to discuss amount of sales customer satisfaction and future contracts
- Handling directly or indirectly with all Lulu stores in UAE.
- Work with sales management team to develop and executive prospecting campaigns for target market sectors
- Marketing of FMCG \$ commodity (chocolates) to the right market whether B2B or B2C.
- Visit design firms on consistent basis as many of the products required more detailed consultation,

**Warehouse Team Leader** June 2019 – Feb 2020  
**BMB Group, Dubai**

- Directing 15 team members. Responsible for warehousing, inventory control, freight spend, packaging, shipping and receiving.
- Ensuring KPI's: Cycle Count Completion and accuracy, freight, inventory DOH, on-time delivery, and safety incident rate. Analyze customer orders and ensure timely delivery.
- Coordinating with airlines and shipping lines for sourcing and negotiating. Meeting clients freight requirements and Coordinating with freight forwarders
- Coordinated logistics of all facilities including importing, exporting, and process standardization. Expired goods return from vendor and calculate the value and forward to finance team with Return Material Authorization

**Marketing Executive** Jan 2018 – Jan 2019  
**Mahindra Finance Ltd, Trivandrum, India**

### CONTACT



Dubai, UAE



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### FUNCTIONAL SKILLS

Good Customer Service  
Good client relationship  
Business Development  
Performance metrics & best practices  
Trend Analysis  
Advance MS Office skills  
Key Account Management

### PEOPLE SKILLS

Active Listener	Leadership
Interpersonal	Time Management
Fast Learner	Team Work
Problem Solving	Decision Making

### ACADEMIC

**2016-2018:** Master of Business Administration (Finance & Marketing), University of Kerala, India

**2012-2015:** Bachelor of Commerce (Computer Application), University of Kerala, India

### CERTIFICATIONS

- Certified in Advanced MS Excel
- Certified in International Financial Reporting Standards (IFRS) IAAP UK
- Tally ERP 9

### PERSONAL DETAILS

Date of birth : 11/02/1994  
Nationality : Indian  
Marital Status : Single  
Driving License : Valid UAE License  
Visa Status : Employment Visa  
Languages known: English, Hindi,  
Malayalam & Tamil