

NISHAD B

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SUMMARY



Profile:	Male, 35
Nationality:	Indian
Current Location:	UAE
Driving Licenses:	UAE Driving License
Passport Details:	P4790799
No. of Dependents:	2 Members
Current Position:	Real Estate Agent
Current Organization:	Al Dhafra Property Management
Preferred Location:	Anywhere in gulf
Salary Expectations:	Not Specified/Negotiable

CAREER PROFILE

Offering 10+ years of experience in driving sales, business development, marketing and revenue generating functions across vivid industry segment. Rich experience in developing new/ emerging markets, leading core teams in new set-ups, product segment or business verticals. Proficient in strategy building for new product/ division launch, product positioning and brand management by developing and leveraging strong relationships with key decision makers. Demonstrated skills in setting up and strengthening channel management & distribution network to generate competitive advantage and maintain leadership position in the industry. Expertise in managing collection operations across large customer bases along with demonstrated team leadership and management skills. Customer focused with significant experience in managing the business cycle process from client consultation to closing including identifying opportunities, developing focus, and providing tactical business solutions.

Core Competencies: Sales & Marketing/ Business Development/ Channel & Distribution Management / Product Launches / Team Management & Leadership / Cost Optimization/ Resource Management / Territorial Development / Liaison & Networking / Personnel Motivation & Mentorship

WORK EXPERIENCE

Jan'18-Till Date

Al Dhafra Property Management
Real Estate Agent

Accountabilities

- ✓ Interacting with customers to understand their needs and accordingly generate customized deals.
- ✓ Wide experience in marketing of Apartments; Residential Layouts; Villas; Row house; and Commercial Properties including post sale documentation and handovers.
- ✓ Present offers to potential buyers and facilitates negotiation between buyers and sellers
- ✓ Accountable for Preparation of contracts, purchase agreements, rental agreements, Tawtheeq, Ejari, deeds and other documents for each real estate transaction.

- ✓ Identify prospective clients, generate business from new accounts and develop them to achieve higher market share/ consistent profitability
- ✓ Strive to put across brand message by planning & implementing right brand communiqué. Plan, execute strategies & promotional campaigns for sales initiatives for brand leveraging and to increase market penetration
- ✓ Actively participating in Property Exhibitions to generate needed sale leads for business development.
- ✓ Led a team of sales personnel and monitored their activities to facilitate realization of business targets.

PREVIOUS WORK ASSIGNMENTS

Nov'15-Dec'17

**Centree Technologies Pvt Ltd, Technopark Kerala
Business Development Manager**

- ✓ Taken care of Digital Marketing ,SEO, content marketing, online Branding, Video marketing, web marketing

Nov'15-Apr'17

**Supreme Food Industries, Kerala
Business Development Manager**

- ✓ Spearheaded entire Sales & Marketing operations with final accountability to achieve defined business objectives.

Jan'14-Nov'15

**Ashique Enterprises (THAI GROUP) - Kollam, Kerala, India
Area Sales Manager**

Jun'11-Dec'13

**Vettooran Natura, Trivandrum, Kerala, India
Sales Manager**

EDUCATION

2011

**Post Graduate Diploma in Marketing & Logistics
Management**
AICT

2007

Bachelor of Communicative English
University of Kerala

Certifications:

- ✓ Certification in Digital Marketing
- ✓ DCA (Diploma in computer Application) From Rajiv Gandhi Foundation.
- ✓ Diploma in Animation (AAASP) (Graphic Designing with Advertisement)

Computer Skills:

MS office, CRM, Adobe Photoshop, Adobe illustrator, Corel Draw, 3ds Studio Max, Adobe InDesign, Adobe Premier, Adobe After Effects, Adobe Dream weaver, Adobe Light Room, Adobe Flash, HTML

LANGUAGES

English, Hindi and Malayalam