



SINAN NISAR

Business Development Executive

My Contact

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☎ +971-564815630

📍 Dubai

🌐 https://ln.run/MjH_L

Technical Skills

- Microsoft Office
- Power BI
- TallyERP 9/ PRIME
- SAP Fi - Co
- Digital Marketing Tools
- Search Engine Marketing
- Adobe Light Room
- Canva Pro Advanced

PERSONAL SKILLS

- Attention to detail
- Decision making
- Communication
- Multi-tasking
- Organizational
- Customer service
- Ease with technology

Education Background

- Manipal Education of Higher education
Dubai Campus (Evening Class)
Pursuing MBA in and Marketing
- Pondicherry University
Bachelor Of Commerce (BCOM)

Completed in 2022
- Mambram Eng Medium School (CBSE)
Higher Secondary , Computer Commerce

Completed in 2019

About Me

Business Development Executive with 2+ years of experience in B2B and B2C sales. Skilled in marketing strategy, lead generation, and driving growth. Currently pursuing an MBA in Marketing, I am seeking opportunities as a Marketing Consultant or Business Development Executive to leverage my expertise in sales and marketing to deliver impactful results.

Professional Experience

Agency Helix

Abu Dhabi

09/2025 - Present

Business Development Executive

Key responsibilities:

- Conducted targeted outreach and lead generation through cold calling, LinkedIn, Lusha, and other software tools to identify and acquire new business prospects.
- Developed and customized strategic email campaigns to engage potential clients, providing tailored solutions and securing meetings.
- Created compelling proposals, presentations, and contracts based on client needs, ensuring alignment with company offerings and client requirements.
- Utilized CRM systems such as HubSpot to track leads, manage client data, and optimize follow-up strategies for improved conversion rates.
- Delivered weekly and monthly performance reports to the Director, including progress updates, metrics, and insights through detailed presentations..
- Employed a consultative marketing approach during client interactions, focusing on value and solutions rather than traditional sales tactics to build long-term relationships.
- Analyzed clients' business models and industry trends to offer strategic suggestions on campaigns, social media ads, and content shoot requirements, helping enhance their marketing efforts.

Certifications / Training/ Courses

- Data Visualization With Power BI
- Data Visualization Using Tableau
- Social Media Marketing
- Foundations of Foresight (Compliance with the ‘ Dubai government excellence program’)
- Business Analysis Foundations
- Google Analytics

Personal Information

Religion: Islam
Date of Birth: 03/07/1999
Marital Status: Single
Nationality: Indian
Passport No: M8965170
Born and Raised : Bahrain
Visa Status: Visit Visa
Driving License: Valid UAE

Language

English
Hindi
Arabic

Declaration

I hereby confirm that all the statement above mentioned are accurate to the best of my knowledge and belief.
Thank You.

Altech group of Companies

Dubai , Silicone Oasis

12/2023 - 08/2024

Business Development Executive

Key responsibilities:

- Proactively reach out to potential clients, nurturing leads through the sales funnel to close deals. Maintaining regular communication with prospects and existing clients to understand their needs and offer suitable solutions.
- Collaborate closely with the marketing team to track lead generation efforts and update lead status in our CRM system, ensuring a seamless flow of information and a coordinated approach to client engagement.
- Work closely with our product and service teams to tailor offerings that best fit the client's business model and requirements, ensuring a high level of client satisfaction and long-term partnerships.
- Develop and implement strategies to enhance brand awareness for IT products such as photocopiers, cash counting machines, and other office automation equipment
- Cultivate and maintain strong, long-term relationships with clients, providing exceptional after-sales support and fostering trust and loyalty.
- Stay updated on industry trends, market developments, and competitor activities to inform sales strategies and maintain a competitive edge.
- Utilize market insights to tailor sales strategies and pitches to meet the specific needs and objectives of clients in the B2B sector.
- Conduct in-depth market research to identify key trends, customer preferences, and competitor activities within the IT industry.
- Close deals by presenting product features, benefits, and value propositions to potential clients, ensuring alignment with their business objectives.