

# SYED AKIB K



## Profile

Dynamic Manager offering expertise in building partnerships, retaining key accounts and enhancing profit channels. Strong leadership quality with proficiency in growing professional network, influencing decision-makers and devising successful strategies. Collaborative and strategic team leader with robust background in customer relationship management.

## CONTACT DETAILS

Dubai, UAE

+971 50 438 1951

syedakibk222@ymail.com

## CAREER

Strong leadership qualities; able to schedule priorities and perform/delegate accordingly to effectively accomplish tasks to hand; Faster adapting to change in environment and new work culture

## SOFTWARE

Tally, Acro-BIS, Windows 7, 8, Adobe Photoshop and MS Office.

## INFORMATIONS

Languages: English, Malayalam and Tamil.

## HOBBIES

Hunting, fishing, bass and drums.

## Experience

**SIMAT TRADING,  
Malappuram, Kerala, India**

**Period: 2019-2021**

**SNC Group Inc.**

- Identified and capitalized on Community business opportunities with effective networking.
- Collaborated with purchasing department to reconcile vendor invoices and facilitate payments. Developed process improvements to increase efficiency and productivity and presented to management for approval.
- Mastering risk management.
- Assessed expansion plans and presented costs to forecast trends and recommend changes.
- Grasping balance sheet, cash-flow statement and other financial statements.
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.
- Analyzed account details such as usage, sales data and client comments to enhance understanding of effectiveness and client needs.

## Education

**BACHELOR of ARTS WITH HONOURS in  
BUSINESS STUDIES**

**2016-2019**

Cardiff Metropolitan University, London, United Kingdom.

**HIGHER SECONDARY EDUCATION**

**2014-2016**

PeeVees Model School (CBSE), Nilambur, Kerala, India.