



# SANDESH SASIKUMAR

Dubai, UAE

phone: +(971) 52 99 11 969 email: sandeshsk@gmail.com

Linkedin: [linkedin.com/in/Sandesh-sasikumar-5a328958](https://www.linkedin.com/in/Sandesh-sasikumar-5a328958)

## WORK EXPERIENCE

### Business Development Executive – Qualitas Laboratory

Abu Dhabi – UAE /// 03, 2018 --> Date

- Develop growth strategies focused both on financial gain and customer satisfaction.
- Conduct online research on organizations and individuals (especially through social media) to identify new leads and market potential.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Attending conferences, meetings, and industry events.
- Pitching services offered by Qualitas.
- Maintaining fruitful and healthy relationships with existing Customers.
- Negotiating by phone, email, and in person.
- Preparing PowerPoint presentations and sales displays.
- An average sales of AED 65000++ per month achieved throughout the career with limited resources.

### Centre Manager – Meccademia Education Institution

Dubai – UAE /// 02, 2016 --> 03, 2018

- Manage the overall operations of the center- Marketing, Sales and operations
- Maintain a working rapport with teachers, HODs and students
- Be the gateway between parents and teachers in handling issues and specific concerns.

## PROFILE

Dynamic Sales Professional with MBA – Marketing and International business and with 4 years of UAE experience and a proven track record and experience in third party laboratory field with sound knowledge in Hydrocarbon, Chemical, Food and Environmental testing, seeking a challenging opportunity with the Sales/Marketing department of an established organization.

## COMPETENCIES

- Basic computer skills: Internet Explorer, Google chrome, Windows XP, Windows 7, Windows 8, MS– Office
- Digital Marketing: SEO training, Online Marketing, Google Ad Words, Image optimization, Google webmaster tools and Google analytics.
- MS– Office 2007, 2010, 2013
- Tally 9.0 ERP

## SNAPSHOT

- Master of Business Administration – Marketing and International business.
- Certifications achieved Tally 9.0 and Digital marketing.
- Key Performer as a Team Leader & All-rounder.
- Effective communicator with strong written, verbal, interpersonal and analytical skills.

# WORK EXPERIENCE

## Centre Manager – Meccademia Education Institution

Dubai – UAE /// 02, 2016 --> 03, 2018

- Maintain and track the business growth of the center.
- Self-designate sales and marketing projection-based targets.
- Organizing & conducting seminars as a part of marketing initiative in the firm.
- Conducting International Olympiad Foundation Exam in UAE & being a part of the committee.

## Senior Relationship Manager – ICICI Securities Ltd.

Kerala – India /// 06, 2015 --> 12, 2015

- Relationship Building & Management with the customer for Sales & Services of Financial Products of ICICI group.
- Manage customers in the branch & through client visits & provide Financial / Investment Advisory, Develop new relations through references & other sources.
- Generate leads and act as a productive resource by meeting targets thereby ensuring the fulfillment of budgetary expectations of the organization.

# EDUCATIONAL QUALIFICATIONS

- MBA + PGPM – Marketing and International Business from Amity Global Business School, Noida.
- BBM + Global Diploma - Marketing from New Horizon College, Bangalore.
- 12th – Commerce from Our Own High School, Dubai

# PERSONAL INFORMATION

Date of Birth	:	02 July 1991
Gender	:	Male
Nationality	:	Indian
Marital Status	:	Single
Residence in UAE	:	24 years
Driving License	:	Valid U.A.E Driving License
Languages known	:	English, Hindi, Malayalam, Tamil, Arabic (basic)