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|  |  | **KASHIF HASHIM**  Business Development Manager |
| I am an ambitious, highly motivated and energetic Sales & MARKETING Manager with excellent marketing and business development skills. A result orientated professional with a proven ability to get results, generate revenue, AND IMPROVE service as well as reduce costs. Over 8 years OF SALES & marketing experience working FOR competitive industries and successfully identifying, developing and managing new business opportunities within these markets. HAVE DIVERSE knowledge AND EXPERIENCE IN VARIOUS INDUSTRIES SUCH AS HOSPITALITY, AIRLINES, BANKING / iNSURANCE and EVENT MANAGEMENT.KEY SKILLS Teamwork  Problem Solving  Time Management  Adaptability  Communication  Motivation PERSONAL dETAILS Date of Birth : 14-May-1985  Nationality : Indian  Marital Status : Married  Languages : English, Hindi, Malayalam, Tamil, Urdu, Arabic  Mob No : 00 91 7019467705  Email ID: [kashif.hashim85ind@gmail.com](mailto:kashif.hashim85ind@gmail.com)  [kashif.hashim85@gmail.com](mailto:kashif.hashim85@gmail.com) EDUCATION Bachelors in Business Administration from The New College, Chennai in March 2006.  Passed out 10th & 12th standard from Sharjah Indian School, U.A.E. |  | WORK EXPERIENCEM24 Services LLP (Malabar Group) – B D M (Jun ’20 – Nov ’20)   * To promote and build professional client relationships * To drive sales activities to win new business from existing and new customers to add revenue and profit. * To introduce our facility management services to various organizations, builders, hospitals, factories, etc. * To participate in Government tenders and to promote company’s profile in achieving various Government projects through generation of tenders and relevant document preparation. * To target, nurture, negotiate and successfully close contracts as necessary; to meet and surpass agreed sales targets.    Xpresso Global - Head of Sales & Marketing (Nov ‘19 – Mar ‘20)   * To work with the entire sales team to organize and staff customer and sponsored events. * To negotiate and execute contracts for large and small scale events. * Build relationship with existing & new clients and also interact with key decision makers and account holders. * Work with in-house designer to ensure event display accurately accordingly to the client’s needs.  Gargash Insurance Services – B D M(Sep ‘17 – Nov ‘18)  * To provide sound financial, insurance and wealth management services to protect and grow client assets. * Meeting new and existing clients on a daily basis in order to strengthen the relationships. * To achieve the monthly/yearly premium targets as per set standards by the company. * Cross selling different classes of insurance with existing and new clients.  D I B – Sr. Sales Advisor Auto Finance (Oct ‘16 – Jan ‘17)   * Key Account Management for various automobiles dealers for new and used light vehicles. * Ensure portfolio quality by exercising sound credit judgment and by complying with credit and product parameters to complete all formalities and documentation in line as per policy and process of bank. * Negotiate with customers and promptly respond in order to finalize business deals within targeted turnaround time to ensure high customer satisfaction * Prepare regular sales reports, obtain and provide market, customer and competitor’s information and feedback to management to facilitate decision making.   **Air Arabia (PJSC) – Sales Support Executive**  (Apr ‘10 – Aug ‘16)   * Conducts regular telesales to update & generate sales from distribution channels. * Identifies key contacts, influencers and decision makers in travel agencies; makes appointments and arranges meetings to persuade them to promote Air Arabia products and services. * Analyses & generates period MIS reports for sales teams using available tools such as AccelAero, Budgetplus, etc * Study the demand patterns based on the past trends and the current market scenario on a regular basis and provide system forecast for the given set of markets. * Analyze Group booking patterns and track materialization rates to be as per industry standards.   **Madinat Jumeirah – Financial Accountant** (Aug ‘06 – Feb ‘10)   * To supervise overall day to day accounting operation * To prepare advance payments and to keep a follow up on the goods & services delivered. * To reconcile all intercompany accounts including distribution of invoices and confirming of balances. * To check and verify all debit & credit notes as per bank statement on a daily basis * To prepare reports on financial month end closing and submit it to HOD for review |