



MUBARIS AFEEF P

MBA – IB, FINANCE

CONTACT DETAILS

mubarisafeef@gmail.com
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Baniyas, Abu Dhabi
UAE

EDUCATION

Master of Business Administration (MBA)

Cardiff Metropolitan University,
(UK)
2016 – 2017

Bachelor of Commerce (BCOM)

MS University (India)
2011 – 2014

COMMERCE

Govt. VHSS Alanallur
(India)
2009 – 2011

UAE DRIVING LICENSE

Light Manual Vehicle

ABOUT ME

Nationality

Indian

Father Name

Jahfer Ali P

Passport details

Passport No: S0891304
Visa Status : Residential

Language Known

English - Hindi

CAREER OBJECTIVE

To give my level best to the institution I work with. To work with the organization that provides friendly environment with good career opportunities in accounts, sales, marketing, administrating and other commerce related fields and provide service to the organization, at my best level through sheer dedication and hard Work.

WORK HISTORY

1, KEY ACCOUNT MANAGERAT KAZ GENERAL TRADING (Sep 2019 – continue)

Duties And Responsibilities

- Developing a solid and trusting relationship between major key clients and company.
- Resolving key client issues and complaints.
- Developing a complete understanding of key account needs.
- Anticipating key account changes and improvements.
- Managing communications between key clients and internal teams
- Managing account team assigned to each client
- Strategic planning to improve client results
- Negotiating contracts with the client and establishing a timeline of performance
- Establishing and overseeing internal budgets with the company and external budgets with the client
- Working with design, sales team, creative, advertising, logistics, managers, marketing, and team members from other departments dedicated to the same client account to ensure the highest quality of materials are being produced and all client needs met
- Collaborating with the sales team to maximize profit by up-selling or cross-selling
- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training
- Meeting all client needs and deliverables according to proposed timelines

Arabic (Read, Write)
Tamil and Malayalam

Date of birth

07-12-1993

Marital status

Single

Religion

Muslim

TECHNICAL SKILLS

- Working knowledge of Microsoft Applications (MS Excel, MS PowerPoint and MS Word).
- Working Knowledge of accounting package Tally ERP 9.0

PROJECT PROFILE

- MBA - A Study on Receivable Management at Chelsea football Club, London.
- B.com - Financial Analysis of LEVIS, Perinthalmanna.

HOBBIES

Football & Travelling

- Analyzing client data to provide customer relationship management
- Expanding relationships and bringing in new client

2,SALES EXECUTIVE AT CHANCELLOR TRADING LLC (Treasure London) March 2018 –August 2019

Duties And Responsibilities

- Develop the business in existing outlets
- Open New Outlets (hotels, hypermarkets, supermarket chains,& groceries)
- Finding different ways of increasing the sales
- Promoting The Products in the outlets
- Delivering The Products on outlets
- Selling products and services using solid arguments to prospective customers
- Performing cost-benefit analyses of existing and potential customers
- Maintaining positive business relationships to ensure

ACHIVMENTS

Employee of the month june2019 at chancellor

PERSONAL SKILLS

- Good organizing skill.
- Hardworking and Responsibility
- Positive Attitude.
- Sincere and Punctuality.

DECLARATION

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

MUBARIS AFEEF. P