

MUHAMMAD MUJAHID IRFAN

14 YEARS' UAE EXPERIENCE IN SALES, MARKETING , OPERATIONS & BUSINESS DEVELOPMENT .



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Dubai – UAE

ACADEMIC EDUCATION & PROFESSIONAL CERTIFICATIONS

- **MASTER OF BUSINESS ADMINISTRATION (MBA) MANAGEMENT & FINANCE**
AIOU ISLAMABAD – PAKISTAN (2007)
- **BACHELOR OF SCIENCE (BS) (CS)**
BAHAUDDIN ZAKARIYA UNIVERSITY MULTAN-PAKISTAN (2003)
- **INTERMEDIATE IN SCIENCE (CS)**
BISE MULTAN- PAKISTAN (2001)

COMPUTER SKILLS PROFESSIONAL DEVELOPMENT

- Essential Food Safety Training –
ADAFSA Abu Dhabi -UAE (2021)
- Completed two months Internship from
BANK AL FALAH LTD Pakistan. (2009)
- Got Training from CITI Bank on “Personal
Loan &Credit ” (2008)
- MS office (Word ,Excel , PowerPoint . etc)

Valid UAE Driving License Since Last 10 Years

Career Summary

A flexible team player with ability to take new challenges, greater responsibility, more flexibility and thereby exercising skills already obtained, leading to professional growth while being resourceful & innovative. fourteen year rapid progression for excellence increasing productivity, driving innovation, and stimulating bottom-line growth for my organizations within challenging market and economic conditions by playing a role of successful Sales , Marketing & Operations Manager

EXPERIENCE

▼ Organization : MISAALI FRESH FOODS LLC Abu Dhabi, UAE

Tenure : Aug 2020 to till date

Designation : Sr. Manager Operations & Business Development

- Achieving & exceeding assigned sales targets for Food Products by ensuring maximum customer satisfaction & coordination with sales team to consolidate the market share, improve Company's image & strengthen brand equity.
- Identifying & developing best practice sales strategy with team coordination for potential & existing clients to keep them always happy with service & loyal to company to retain them ever- lasting.
- Constantly improving & updating product knowledge, range, features & technical developments, market trends, competitor analysis, sales techniques & customer handling skills.
- Managing presentation, quotations, & client follow up to close deals & coordinating with operations team to assure on time delivery of products as per schedule.
- Outsourcing new potential customers & monitoring new upcoming seasonal events within market for getting maximum sales



▼ Organization : Seafood King LLC Dubai, UAE

Tenure : July 2018 to July 2020

Designation : Manager Sales & Business Development

- Achieving sales target by maximizing sales revenue from new & existing customers by giving them best services.
- Delivering a stellar customer experience by meeting and exceeding customer expectations through effective sales and servicing approach, ensuring customer's satisfaction by representing the Company Brand.
- Actively participating in the management of key Accounts and identifying potential new Key Account Customers for increasing revenue of company.
- Maintaining dealer relations and achieving sales and market coverage through dealers; provide highest levels of service to Government departments, institutional & corporate customer.



▼ Organization : Shamsa Mubarak Fish Trading LLC – Dubai, UAE

Tenure : July 2016 to July 2018

Designation : Manager Sales & Business Development

- Approaching actively to targeted business clients (telephone, email, social networks, events, etc.)
- Increasing product sale count, average rate, yield and profits through establishing and maintaining good relationships with a number of clients, working to meet sales targets as assigned
- Motivating the sales team to maintain high morale, low absenteeism, and turnover.

▼ Organization : Al Jaber Leasing Services

Tenure : Jan 2013 to July 2016

Designation : Sr. Sales & Business

Development Executive



SKILLS

- Exceptional interpersonal skills.
- Positive Thinking
- Confidence
- Organization
- Time management
- Team Management
- Attention to detail
- Problem-solving
- well aware of new Technology
- Good verbal communication.

PERSONAL INFORMATION

- Date of Birth : 01-01-1983
- Gender : Male
- Marital Status : Married
- Nationality : Pakistani
- Visa Status : Own Visa

REFERENCES

Will be Provided based on request



Al Jaber Group is a privately owned diversified group of companies specialized in areas of Contracting, construction, Logistics, Industrial & trading. Group is the largest private sector employer in the UAE with over 40,000 employees. AJC's business activities with well established & long-standing relationships with government, semi-government & private sector clients. Al Jaber Group expanded to KSA & Oman. Due to the Group's diversified nature, it also has exposure to export markets all over the world & particularly in the GCC & Far East.

- Conducting cold calling and qualification of new prospects.
- Prospecting, maintaining, and managing overall client relationship.
- Delivering corporate presentations to clients as part of Business Development activities.
- Running solution presentations to clients as part of sales activities.
- Bringing in new opportunities/add new clients against assigned portfolio/domains of selling.
- Developing a healthy funnel, with sustainable opportunities with minimum thresholds met on monthly basis.
- Managing and multi-task multiple deals simultaneously and rightly prioritize workload.
- Engaging and collaborate the entire ecosystem to meet client requirements.
- Achieving assigned monthly targets and set KPIs.
- Protecting organization's value by keeping information confidential.
- Outsourcing new potential customers & monitoring new upcoming projects within market for getting maximum sales.

▼ Organization : Alubond USA Group (Mulk Holdings) Sharjah

Designation: Manager Operations &
Business Development

Tenure : Jan2010 to July2013



Mulk Holdings owns and manages a group of 14 companies. A new partnership in Saudi Arabia with the Industrial giants ZAMIL GROUP, ENPAR Group in Europe, Sri Lanka and India, Al Hamed Group for Abu Dhabi is established. The World's Largest ACP Brand Alubond USA, with a distribution network spread in nearly 80 countries

- Contact potential clients to assess their individual needs and demonstrate how the products can exceed these needs.
- Developing and submitting comprehensive proposals based on individually or team assessed needs of potential clients
- Maintaining accurate up-to-date sales pipeline and forecasts
- Keeping regular contacts with own accounts to ensure clients are receiving proper support and happy with the service
- Participating in exhibitions and conferences where the company is exhibiting/attending to promote the company's products and service.

▼ Organization : Organization: LG Electronics -Pakistan

Designation : Key Accounts Executive

Tenure : Feb 2008 to Dec 2009



▼ Organization : Lasani Group of Restaurants Pvt Ltd Multan, Pakistan

Designation : Manager

Tenure : Jun 2004 to Dec 2007