

ANSAR KM

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Dubai, Uae

Position Applied - Business development officer or Sales executive.

GCC Experienced



PROFESSIONAL SUMMARY

Experienced professional with 5+ years of experience as Sales/Marketing Executive. Intend to build a career with a leading corporate with committed and dedicated people, which will help me to explore myself fully And seeking a suitable position in a Challenging environment where my skills and professional qualification can be utilized towards profession-al growth and development of the Company and myself.

WORK EXPERIENCE

- ❖ **Data Select-Vodafone Chanel Partner: Doha**
Business development officer
[Business to Business]
(Feb 2018- April 2021)



Duties and Responsibilities:

- Reach out to customer leads through cold calling.
- Present, promote and sell Sim/ Wi-Fi / Wired Network using solid arguments to be existing and perspective customers.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales efforts with team members and other departments.
- Keep abreast of best practices and promotional trends.
- Continuously improve through feedback.

- ❖ **Abdulshakoor.Al-Garawi Trd, Saudi Arabia**
Store Manager
(Apr 2016 - Feb 2017)



Duties and responsibilities:

- Making sure that the pricing is up to date.
- Manage retail staff on floor and accounting.

EDUCATION

- **Master of business administration**
Bangalore University, India
2013-2015.
- **Bachelor of Commerece**
Indira Gandhi University, India
2010-2013.

SOFT SKILLS

- Problem solving
- Customer relations.
- MS Office
- MS Excel
- Outlook
- Social media marketing

- Conduct store displays.
- Participate in trade shows to identify new services and products.
- Conduct training for new employees.
- Identify market trend that appeal to customers.
- Ensure cleanliness on the floor and displays.
- Deal with vendors.
- Maintain inventory and ensure quantity requirements are met. Make sure that health and safety measures are met on the floor.

❖ **Nippon Toyota- India**
Sales Representative
 (Mar 2017 - Jan2018)



Duties and responsibilities:

- Understand automobiles by studying characteristics and features.
- Comparing and contrasting competitive models.
- Creating sales leads by maintaining rapport with existing customers.
- Respond to enquiries from new and existing customers.
- Demonstrate automobiles with details.
- Overcome objections to close sale.
- Detailed documentation during complete sales process.
- Conduct display and advertise campaigns.
- Keep updated about offers and competitors.

DECLARATION

I hereby declare that the above given information are correct to my best of knowledge and belief.

ANSAR K M

LANGUAGES KNOWN

- English
- Hindi
- Arabic
- Malayalam

PERSONAL DETAILS

Date of Birth : 24th April 1993
 Nationality : Indian
 Gender : Male
 Marital status : Married
 Passport No. : N5009483
 Visa status : Visit Visa
 Visa Expiry : 21st February 2023