



Aman Ullah

Business Development Manager

SKILLS

Communication
Organization
Time Management
Analytical/Problem Solving
Initiative & Motivate
Leadership

Reach to me

Dubai, United Arab Emirates

Mobile:

+971 54 468 6692

Email:

aman.naz999@gmail.com

ABOUT ME

As a business development manager, I'd identify new business opportunities in order to generate revenue, improve profitability and help the business grow.

WORK EXPERIENCE

WORLD STAR HOLDING DUBAI, UAE

Aug 2020 - Present

Business Development Manager

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

AL DHIYafa INTERIORS DUBAI, UAE

Jan 2016 – Jul 2020

Sales Development Manager

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople

LEO TECHNICAL GROUP DUBAI, UAE

May 2012 – Dec 2015

Personal Information

Nationality:
Pakistani

Current Location:
United Arab Emirates

Visa Status:
Employment Visa

Driving License:
Own Valid UAE Driving License

Key Account Manager

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

ALBONIAN INTERNATIONAL DUBAI, UAE

Oct 2008 – Apr 2012

Marketing Manager

- Working with the executive team, such as the marketing director or managing director, to set the marketing strategy for the business.
- Hiring and managing the performance of a more junior marketing team that can also include PR and creative staff.
- Researching and analyzing market trends and competitors.
- Overseeing marketing campaigns.
- Tracking effectiveness of marketing campaigns and reporting findings to the executive team.
- Negotiating and liaising with third-party marketing agencies.
- Writing and delivering content and social media plans.
- Looking after the budget of the marketing department and making sure the budget spend is delivering a return on investment.
- Managing the design and production of promotional materials, such as websites and brochures.
- Overseeing the company's attendance at events, such as trade shows, conferences, and festivals.

WAVES – COOL INDUSTRIES (PVT.) LTD. LAHORE, PAKISTAN

Nov 2004 – Sep 2008

Assistant Sales Manager

- Responsible for the overall management of all sales and marketing activities for this high-volume home appliances group with more than hundred dealerships throughout country
- Developed effective sales force through targeted interviews, aggressive training programs and hands-on management techniques.
- Monitored new appliances inventory to ensure sufficient stock levels based on past sales data and upcoming promotions; coordinated transportation of newly purchased appliances.
- Prepared weekly reports for senior management staff detailing sales performance for each location and current appliances inventory.
- Assisted sales associates in customer negotiations and closing agreements for all complex sales.
- Maintained corporate website with all weekly sales specials, promotions, and current rebate information.

**HYUNDAI & KIA MOTORS
LAHORE, PAKISTAN**

Aug 2000 – Oct 2004

Sales & Marketing Executive

- Contributing to the development of marketing strategies.
 - Conducting market research on rival products.
 - Designing and implementing marketing plans for company products.
 - Coordinating with media representatives and sponsors.
 - Working with the sales team to develop targeted sales strategies.
 - Answering client queries about product specifications and uses.
 - Maintaining client relations.
 - Tracking sales data to ensure the company meets sales quotas.
 - Creating and presenting sales performance reports.
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EDUCATION

Aug 1998 – Sep 2000

Al-Khair University (AJK), Pakistan

Master of Business Administration - MBA (Marketing)

Jan 1994 – Mar 1997

**Hajvery University of Engineering & Technology,
Pakistan**

(Affiliated with University of Bradford – UK)

Bachelor of Science Engineering (B.Sc. Eng.)
in Mechanical with Manufacturing System