
SAFWAN KAVUNGAL



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OBJECTIVE

Enthusiasm and quest for business development and where my desire and drive to succeed will contribute to the organization's vision, growth and profitability

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER: 2019 – 2023 ORBIZ GROUP OF COMPANIES

Business Presentations to CEO/MD, System/SOP setting for SBU's, Identifying market opportunities, Implementation plan, Action plan, Team development and driving to business growth

BUSINESS ANALYST - 2016 - 2019, AMEEN AHSAN STRATEGY CONSULTING

Prospecting activities, Presentations, Negotiations with prospects, Client relationship management, Online & field research and data collections, Analysis (Management tools and Excel Modelling), Vision Setting, Business Model preparation, Strategy formulation, Report layout designing, Report preparation, Presentation to the clients

BUSINESS DEVELOPMENT EXECUTIVE: 2014 -2016, ALBA FOOTCARE PRIVATE LIMITED

Collaborating with the marketing manager and internal teams, conducting market study to identify trends, creating marketing materials, convincing the dealers about new products, General office duties

EDUCATION

THE B SCHOOL INTERNATIONAL, KOTTAKKAL, KERALA, INDIA, 2011-2014

- Level 7 Post Graduate Diploma in Business Management (Association of Business Executives (UK), (SBMP))
- Level 6 Extended Diploma in Business Management (Association of Business Executives (UK),

BHARATHIAR UNIVERSITY, COIMBATORE, TAMILNADU, INDIA, 2012-2014

- Bachelor of Business Administration(BBA)

AWARENESS IN COMPUTER

Knowledge in MS Word, Excel
and PowerPoint

LANGUAGE CAPABILITY

English & Malayalam
(Read, Speak and Write)

Arabic & Hindi (Read and Write)

PERSONAL DATA

DOB : 1ST December, 1990

Sex : Male

Marital Status : Married

Passport Number : H5750780

SKILLS

- Effective communication and interpersonal skills
- Proactive, self-starter and driving for continuous improvement
- Quick learner and good team player
- Flexibility to adapt to different situations
- Excellent presentation and negotiation skills

REFERENCE

Mr. Ameen Ahsan
CEO and Chief Strategist
Ameen Ahsan Strategy Consulting
Email : ameen@ameenahsan.com

Mr. Anwar
Managing Director Alba Footcare Company
Kerala
Email : anwar@alba.com
