



OBAID UR RAHMAN

Contact

Address:

Dubai Marine Beach Staff
Accommodation

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Languages

Urdu – C2
English – A2

Hobbies

- Cricket
- Driving
- Learn Languages

Summary

Achieved industry-leading customer and revenue growth by leveraging top-notch abilities in networking and lead development. Demonstrated success in converting prospects into customers.

Skill Highlights

- Team Lead
- MS Office
- Creative design
- Innovative
- Create Reports
- Driving
- Local road knowledge

Work Experience

Salesman

12/2018 - Present

Dogs De Luxe , Dubai

- Collaborated with vendor representatives and company customers to set up optimal delivery schedules.
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Followed up with customers after completed sales to assess satisfaction and resolve any technical or service concerns.
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs.

Deal with Following Companies:

- Best Compantion
- Naurally for Pets trading LLC
- Aquarium Lives Center LLC
- Royal Canin
- Pet Shop 01/2

Airport & Valet Parking Driver

01/2017 - 12/2018

Dubai Maine Beach Resort & Spa, Dubai

- Maintained knowledge of destination and answered customer questions within scope of understanding.
- Served into customers, servicing accounts and maintaining consistent sales levels. Skilled relationship- builder, communicator and multitasker.
- Organized guest keys in systematic order for timely acquisition and delivery of vehicle.
- Drove vehicles of different make, style and price points both to and from desired destination.

RECOVERY OFFICER

01/2014 - 01/2016

LOGISTIC CO-ORDINATOR, Dubai

- Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products.
- Retained and grew portfolio of relationships by performing proactive, mobile and value-adding partnership role.
- Contribute Ideas Around Business Development Strategy to Partner Maintained equipment and facilities in optimal condition to support optimal launch and recovery operations.

DRIVER

01/2014 - 01/2016

Al-Ammar fast fleet, Dubai

- Generated consistent referrals and repeat business by providing friendly and fast service.

- Achieved consistent safety targets by adjusting driving to different road and traffic conditions, balancing loads and avoiding dangerous driving actions.
- Delivered goods and products to customer on time and in excellent condition. after each shift.

Salesman Cum Driver
01/2012 - 02/2014

Peek Freans Pakistan, Karachi

- Eliminated downtime and maximized revenue by providing top project quality control.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement.
- Monitored all company inventory to ensure stock levels and databases were updated. Carried out day-day-day duties accurately and efficiently.
- Offered friendly and efficient service to all customers, handled challenging situations with ease.

Education

Bachelor of Arts: **Mass Communication**- 2014
Islamiya University of Bahawalpur, Pakistan

Reference

Reference will be furnished on Demand.