



Mohib Zaidi

BUSINESS DEVELOPMENT
EXECUTIVE

Details

Dubai

United Arab Emirates

+971503138369

mohibzaidi.mz@gmail.com

DRIVING LICENSE

Light Vehicle

Links

[LinkedIn](#)

Skills

Customer Service

Business Development

Highly organized and efficient

Good team player

Strong Communication Skills

Time Management Skills

Microsoft Office

Marketing

B2B

Warehouse Management System

Freight Forwarding

CRM Software Proficiency

Result Oriented and Target
Driven Mindset

Presentation Skills

Languages

Hindi

English

Profile

Dedicated, Fast Learning, Hardworking, and committed to becoming a dependable and valuable team member. My track record includes 2+ years of consistently exceeding sales targets, implementing effective sales strategies, and leading cross-functional teams to deliver outstanding results. Additionally, I have a proven ability to identify market trends using various tools, develop and nurture strategic partnerships, and drive business expansion. Dedicated to increasing sales by providing the ultimate customer experience.

Employment History

Business Development Executive, Emirates Logistics LLC, Dubai

MAY 2022 – MARCH 2023

- Prepared sales reports, forecasts, and presentations for management review, providing data-driven insights and recommendations for improvement.
- Identified and closed new opportunities by attending trade shows, networking events, and other industry conferences.
- Evaluating the market situations and trends and competitor's strategies, targeting new markets and selling aggressively in existing markets by performing cold calls. Achieved and consistently exceeded sales targets
- Ensuring that the sales database is always up to date and accurate using the CRM system.
- Presented and negotiated contract terms and pricing with clients, resulting in improved profitability and customer satisfaction.
- Responsible for bringing and managing new accounts and developing them to their full potential to ensure consistent recurring revenues. Also in charge of providing clients with a service that continually delivers significant value and meets their requirements.
- Handling E-commerce related customers and on-boarded 3 new E-commerce clients.

Sales Executive, Hourglass Workforce Ltd

AUGUST 2020 – FEBRUARY 2022

- Developed and implemented a successful digital advertising campaign that increased sales by 30%
- Identified and closed new opportunities by attending trade shows, networking events, and other industry conferences.
- Developed a comprehensive understanding of the company's products and services, resulting in a **10% increase** in customer satisfaction.
- Participating as a client's primary contact for **managing accounts**, including everything from negotiating contracts to **maximizing profits**. My job duties include overseeing a portfolio of customers, developing **new leads**, seeking new sales/recruitment opportunities with new and existing customers in staffing and permanent recruitment and Outsourcing
- Collaborated with cross-functional teams, including solutions architects and project managers, to ensure seamless execution and delivery of services.

Maintained customer relationships and ensured customer loyalty through excellent customer service as well as meeting all client needs appropriate to their business. My role required 70% Sales and 30% Recruitment.

Coordinator, Nejoum Al Youm LLC, Dubai

DECEMBER 2018 – FEBRUARY 2020

- Handling customers and resolving conflicts and complains pertaining to the project.

- Maintains safe, secure, and healthy work environment by following and enforcing standards and procedures; complying with legal regulations.
- Take, submit & collect all necessary documentation in order to organize all Employee official paperwork.
- Assisting in imports of raw materials from Saudi Arabia through land freight.
- Submission of correct documentation to obtain licenses and efficient collection of licenses to take place when completed.

Education

B.Com (Hons), Amity University, Dubai, Dubai

High School, Sharjah Indian School, Sharjah

Business Analytics, IMS Proschool , Delhi

Currently pursuing