

# MOHAMMED RIZWAN RAHMATHULLA

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Nationality : Indian

DOB : 23/07/1995

Languages : English, Hindi, Malayalam, Tamil

Visa status : Own visa



## EXPERIENCE

2022 – PRESENT

### **RELATIONSHIP EXECUTIVE, BAWABT AL KHUBARA CORPORATE SERVICES (DUBAI - UAE)**

- Drives revenue and maximizes profitability through day-to-day management of sales pipeline and pipeline of customers
- Communicate, interact, and educate customers with assigned services and sales process
- Maintain customer satisfaction by tracking, reporting, and responding to customer issues, service requests, and concerns
- Meet sales quotas by managing sales processes, responsibilities, and expectations

2020 – 2022

### **ADMINISTRATIVE COORDINATOR, LEVASTO INTERNATIONAL LLP (BANGLORE - INDIA)**

- Review student applications, including their test scores, grades, and extracurricular activities
- Assist in recruiting new students by overseeing promotional events and campus tours
- Examine the current admission process and recommend changes when necessary
- Update and maintain a database of students' information and process paperwork for accepted students

2019 – 2020

### **MARKETING EXECUTIVE, AMERICAN FRIED CHICKEN (BANGLORE, KERALA - INDIA)**

- Contributing ideas to marketing campaigns
- Conducting research and analyzing data to identify and define public
- Compiling distributing and presenting ideas information and strategies
- managing social media campaigns

2017 – 2019

### **SALES AGENT, ASAP TICKETS.COM (LATVIA - EUROPE)**

- Full participation in widespread inbound/outbound calls campaigns
- Meet minimum standards of daily outbound calls
- Proficient in researching and creating new sales opportunities to increase revenue
- Meet or exceed all established activity and sales goals

## EDUCATION

2022

### **CCNA – CISCO CERTIFIED NETWORK ASSOCIATE, BSOFT (BANGLORE – INDIA)**

2017-2019

**STRATEGIC TRAVEL AND TOURISM HOSPITALITY MANAGMENT, TURIBA UNIVERSITY (LATVIA EUROPE)**

2013-2015

**HIGHER SECONDARY EDUCATION, JAMA-ATH HIGHER SECONDARY (KERALA-INDIA)**

## **SKILLS**

- Exposure towards various businesses
- Customer relation and data base
- Strategic thinking
- Active listener
- Marketing skill
- Critical thinking
- International mindset
- Team work and leadership

## **ACTIVITIES**

Highly-motivated sales professional with six years of experience in providing expertise in strategic lead generation, sales presentations, effective liaising, enterprise sales strategy, creative marketing, and category supervision across diverse sectors. Quota-surpassing sales manager with a consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals to increase sales.

## **DECLARATION**

I hereby declare that the details mentioned above in my resume are correct to the best of my knowledge and belief. I bear the responsibility of any error or mistake in the data if occur in the future.