

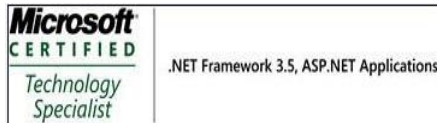
Afsal Arfaj

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Business Development Executive / UAE



Electronics and Communication Engineer



I like to present myself as a participator for the job vacancy on availability. Experienced within the Sales and Marketing industry over **6** years. You may extend me an opportunity to serve your organization for a suitable post. I like to take the job in sense of goodness.

A Sales and Marketing professional with over **6 years of experience** including India and the UAE. Ability to organize & motivate others. Being good on speaking and with convincing skills, I am a personality who may be a right choice to work in Sales and Presentation. Awarded as **Best Student of College** on account of **Professional abilities**

WORKING EXPERIENCE

Arcturus Technologies (Sales Executive) - UAE

- ▶ Develop Database of clients from various sectors.
- ▶ Dealt with ELV products and systems including Attendance machine, CCTV System, Gate Barriers etc.
- ▶ Knowledge about different types of brands with different ELV products
- ▶ Dealt with clients - Contractors, Interior designers, End users
- ▶ Send company profile to different companies via e-mails.
- ▶ Dealt with a diverse range of clients. Did meetings with clients from different sectors.

Xpertise IT Solutions (Sales Executive) -UAE

- ▶ Develop Database of clients from various sectors.
- ▶ Dealt with IT products and systems including Attendance machine, Computers, Servers, Telephone systems.

- ▶ Dealt with service-related enquiry and finished the task also.
- ▶ Dealt with customers & the dealer network to quote the prices.
- ▶ Send company profile to different companies via e-mails.
- ▶ Dealt with IT related products Sales.
- ▶ Sent Annual maintenance proposals in order to facilitate a successful and profitable deal.
- ▶ Dealt with a diverse range of clients. Did meetings with clients from different sectors.

Business connection (Business Development Executive) -UAE

- ▶ Develop Database of Clients with respect to that of Assigned Sectors.
- ▶ Did meetings with people from different departments of the clients on variable basis.
- ▶ Finalizing the deal and assisting them in Purchase process.
- ▶ Representing the products like Biometric attendance machine, ID card Printers
- ▶ Assisting the clients with related to product demos
- ▶ Represented solution to one of the clients - Asset tracking Solution

APPCO Group (Crew Leader and Business Associate) - india

- ▶ Official fundraiser for Child Rights and You, A Charitable organization.
- ▶ Instructor for some new joiners in our office.
- ▶ One of the recruiters in Focus Management (SBU of Appco group).
- ▶ Award holder for Team Leader and Sales executive.

Personal Details

D.O.B - 24thAugust1992 / **Marital Status** - Married / **Nationality** – Indian

Course Completed – **Bachelor of Engineering** [Anna University, Chennai]

Passport Number - L8578462 / **Visa Status** – Employment Visa

Languages known -English, Tamil, Malayalam (Not fluent in Reading and Writing), Hindi
(Not fluent in speaking, reading and writing)

Declaration

I hope that the above-furnished details may give you an idea on my profile - **Afsal Arfaj M**

