



# DARSHAN SINGH BAFILA

## BUSINESS DEVELOPMENT MANAGER

### Career

Seeking a challenging leadership position in a progressive environment to contribute the productivity and profitability of the organization & offering a challenging environment opportunity to grow.

### Profile

A highly motivate attitude, loyal individual, having excellent interpersonal, communication & presentation skills. Ability to work effectively with initiative under high pressure, I consider myself to be ambitious hardworking, responsible and determinate person. I believe that the key to successful employment is punctuality, excellent attendance and dedication. Overall, I possess very good communicative skills and can relate to all persons in appropriate manner in English, Arabic & Hindi, which I believe is one of my important and advantageous traits.

## PROFESSIONAL EXPERIENCE

### Onex Courier & Logistics Services | Nov 2023 – Present Business Development Manager



- Creating and maintaining a list/database of Prospect clients, maintaining a database of prospective client information.
- Responsible for identifying and acquiring new clients for the company. Having a keen eye for spotting new business opportunities and being able to communicate the value of products and services effectively
- Building business relationships with current and potential client.
- Answer potential client questions and follow-up call questions and respond to client requests for proposals.
- Maintaining a pipeline of all sales administration using CRM software.
- Conducting pricing and negotiations to secure business opportunities and meet financial targets.
- Generating new sales leads, setting appointments, and presenting business proposals to potential customers through various communication channels, including face-to-face meetings, telephone calls & emails etc.

### Convention 360 LLC | Oct 2021 – Nov 2023 Business Development Executive



- Identify, qualify and secure business opportunities and coordinating business generation activities.
- Creating and maintaining a list/database of Prospect clients, maintaining a database of prospective client information.
- Building business relationships with current and potential client.
- Answer potential client questions and follow-up call questions and respond to client requests for proposals.
- Maintaining a pipeline of all sales administration using CRM software.
- Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process.
- Generating new sales leads, setting appointments, and presenting business proposals to potential customers through various communication channels, including face-to-face meetings, telephone calls, emails, etc.

### Huawei Technologies LLC | Jan 2019 – March 2020 Area Sales Manager



- Monitoring and reviewing the performance of sales teams, to ensure targets are met.
- Work with the senior management team to set revenue and sales goals on a monthly, quarterly, or annual basis.
- Analysis brand promotion campaign results to provide insights identify trends and make recommendations for improvements.
- Organizing meeting with the promoters (under me) to provide them a good encouragement and the knowledge they need on daily task.
- Keeping Management well informed by submitting daily activity reports to the Head of Department.
- Monitor market conditions, product innovations and competitors' products, prices and sales.
- Manage Accurate and timely market information related to Opportunities, Competition, changing trends and feed it back to the Regional Manager

### Al Futtaim Group LLC – Plugins Electronics | Dec 2011 – Nov 2018 Retail Sales Supervisor & E-commerce Incharge



- Manage different Departments within the Store.
- Maintain inventory and ensure items are in stock.
- Provide suggestive feedback to the Store manager based from the customer Request, queries and suggestions to help and increase the sale.
- Handling Customer Complaints, Questions and Issues.
- Support sales floor initiatives through coaching the GUEST program, daily Briefings, and performance management around behavior.
- Maintaining relationships with vendors to ensure that products are delivered on time and meet quality standards.
- Managing inventory by arranging for product returns, rebates, and exchanges when necessary.
- Communicating with customers about order status, shipping dates and delivery tracking numbers.
- Processing orders by updating inventory levels and recording sales in an internal database

## ACHIEVEMENTS

- Performance Excellence Award in February 2022 – Convention 360 LLC
- Top Achiever & Winner for P30 Series (Smartphone) Sales Achievement in whole Abu Dhabi Region 2019 – Huawei Technologies LLC.
- Rewarded by the management for constantly achieving more than 100% in Sales & Extended Warranty target since joined – Al Futtaim Electronics.
- Employee of the Month in October 2012 & 2013 – Al Futtaim Electronics.
- 4 times 100% in M.S Result in 2013, 2014, 2015 & 2016 – Al Futtaim Electronics.
- Been awarded as Best Achiever in Sales & Extended Warranty target during GITEX Event – Al Futtaim Electronics.

## CONTACT DETAILS

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UAE VALID DRIVING LICENSE

## CORE COMPENTENCIES

- Staff Training
- Leader Ship
- Customer Service
- Sales
- Merchandising

## EDUCATION

- H.S.E Completed from NIOS  
Maharashtra, India – 2006
- B.B.A Completed from NIM,  
Maharashtra, India – 2011
- ACCP Aptech Computer  
EDUCATION Education,  
Maharashtra, India

## PERSONAL DETAILS

- Date of Birth : 6 Nov 1985
- Nationality : Indian
- Marital Status : Married
- Language Known : English &  
Hindi
- Driving License : 12-12-2026
- Visa Status : Employment Visa