

Mohamed Rashid

Dedicated management professional flexible enough to experiment with different types of work as per the requirements. Time-bound multi-tasker focused on getting the work done on time. Looking forward to a workspace that simultaneously results in organizational growth as well as in personal and creative progress.



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📍 Dubai, UAE

📅 18 March, 1996

WORK EXPERIENCE

Business Development Associate DOTECH MARKETING SOLUTIONS LLP

01/2020 - 09/2021

Kerala, INDIA

Responsibilities/Tasks

- Conducting market research and identifying potential clients.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Working closely with staff across departments to implement growth strategies.

Manager NASI KANDAR AL-MAJU

10/2018 - 12/2019

Putrajaya, MALAYSIA

Achievements/Tasks

- Promotion and Sales and Purchase.
- Recruiting the right people and working with employees from various backgrounds and looking after their welfare and their level of comfort at work.
- Accounting and other day-to-day managerial works.

Sales Executive J.J TRADING COMPANY

05/2017 - 06/2018

Kerala, INDIA

Achievements/Tasks

- Call on potential clients by phone and in-person to present company products.
- Develop maintain referring relationships with partners.
- Meet or exceed agreed-upon sales activity sales targets.
- Maintain ethical business practices.

EDUCATION

Master of Business Administration in General Management

Limkokwing University of Creative Technology

07/2018 - 12/2019

Cyberjaya, Malaysia

Thesis

- Assessment of Global Leadership Performance in Abu Dhabi Market

Bachelor of Business Administration Hindustan college of arts and science, Madras university

06/2014 - 04/2017

Chennai

Thesis

- A Study on Job Satisfaction with Reference to DSC HYUNDAI Company PVT. Ltd.

SKILLS

Active listening

Strong Communication

Dedicated and Hardworking

Patient and Optimistic

Enthusiast Learner and Team Player

Multiple Task Management

Decision Management

Strategic Planning

Presentation

Time Management

Business Acumen

Persistence

Objection-Handling

Buyer Research

Ability to Work under Stress

ACHIEVEMENTS

Built rapport with customers by asking probing questions and utilizing the effective listening skills.

Successfully assisted customers with product selections and purchases, E-service transactions.

Meeting sales target regularly

CERTIFICATES

TALLY 9.0 ACCOUNTING PACKAGE
(06/2016 - 09/2016)

LANGUAGES

English

Full Professional Proficiency

Malayalam

Native or Bilingual Proficiency

Tamil

Full Professional Proficiency

Hindi

Limited Working Proficiency

INTERESTS

Passionate art lover, especially music

Adventures, travelling

Learning new Languages

Meeting people with different cultural and language backgrounds