

Shibil Azad

BUSINESS EXECUTIVE



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Sabushibil@gmail.com



Karama, Dubai, UAE



CAREER GOAL

Seeking to obtain a responsible position in an accounting management where my skills, knowledge and experience will be contributed towards the improvement of the company. My innovative ideas and active personality should assist me a lot in adding to the company's growth.



CORE SKILLS

- Team Management
- Good Communication & Interpersonal Skills
- Responsible and Confident
- Good Listener and Observer
- Eager to Learn
- Resilient
- Hardworking



WORK EXPERIENCE

Business Development Executive | July 2018 – March 2020

Lands' End Wayanad Resort and Spa
Wayanad, Kerala, India

- Building business relationships with current and potential clients
- Creating and maintaining a list/database of prospect clients; maintaining a database of prospective client information
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals
- Establish strong customer relationship by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns.
- Making multiple outbound calls to potential clients; closing sales and working with the client through the closing process
- Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans
- Assist marketing team in development of advertising and promotional programs, telemarketing plans and tradeshow.

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EDUCATION

Advanced Diploma in Manual and Computerized Accounting | 2019
Accounts Academy, Eddapal, India

Bachelor of Arts in Economics | 2017
Calicut University, India

Higher Secondary Education | 2013
GHSS Maranchery, India



PERSONAL DETAILS

Date of Birth: 07th March 1995
Gender: Male
Nationality: Indian
Marital Status: Single
Languages: English, Hindi and Malayalam
Passport No: K9742447
Date of Issue: 25th March 2013
Expiry Date: 24th March 2023



REFERENCES

Available upon request