

JUMANA HASEEN



Dubai • +971569774065

Jhaseen35@gmail.com • <https://linkedin.com/in/jumana-haseen-0a302660> •

Valid UAE Driving license

AWS Certified Developer Associate .Equipped to undertake the challenging responsibilities in a professional growth-oriented organization where performance is the yardstick to growth & offers me opportunities for advancements in my career for a secure well- being.

EXPERIENCE

 wishtree

JANUARY 2021 – MARCH 2021

BUSINESS DEVELOPMENT EXECUTIVE, WISHTREE

INFOSOLUTIONS ,DUBAI

- Actively seek out new sales opportunities through networking, social media and other communication methods.
- Bringing in and cementing long term relations with new clients.
- Set up meetings with potential clients.
- Prepare and deliver appropriate presentations on products and services
- Review sales performance.
- Working towards monthly or annual targets.
- Negotiate/close deals and handle complaints or objections.

 TECHNIALABS

SEP 2019 – MAY 2020

IT SALES, TECHNIALABS ,DUBAI

- Cold Calling and providing the sales team with a Customer Information report
- Establishing, developing and maintaining business relationships with current Suppliers and Clients
- Setting up Appointments with the Prospect/ Client for the Sales Team
- Generate new business for the company's products and services.
- Creating and Sending Proposals based on the requirement of the client/Prospect.

 Touch world
technologies

JANUARY 2019 – MARCH 2019

INSIDE SALES, TOUCHWORLD TECHNOLOGY,DUBAI

- **GPS tracking in sales** about monitoring, and more about transforming sales reps from 'field workers' into a truly unbeatable, valuable asset for the business by connecting off-site action with on-site productivity.
- Updated sales strategies and marketing channels to increase overall profitability.



JUNE 2018 – DECEMBER 2018

CRM SUPPORT, FINTRESTLE CO. LLC ,DUBAI

- To compile customer data across different channels or points of contact between the customer and the company
- Develop and execute targeted marketing campaigns using marketing automation software and VLOOKUP strategies
- Collaborate with other departments to ensure customer data is integrated across the organization

COLLECTION EXECUTIVE

- Responsible for reaching out to customers to collect payments for overdue bills, loans and credit card for RAK, FAB AND ENBD Banks.

EDUCATION

MAY 2011 – MAY 2016

ELECTRONICS AND COMMUNICATION ENGINEERING, Sahyadri
College of Engineering and Management

SKILLS

- AWS Certified Associate Developer
- Google Certificate IT support
- Postgresql
- SSCP Certification through Coursera
- Selenium Testing
- Knowledge in SailPoint
- Excellent Knowledge in Microsoft Applications

LANGUAGES KNOWN

ENGLISH, KANNADA, HINDI, MALAYALAM

