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EDUCATION

**Master of Business
Administration:
MARKETING**

**NSHM BUSINESS
SCHOOL, DURGAPUR,
August 2011**

**Bachelor of Science:
MATHEMATICS &
CHEMISTRY,
MARWARI COLLEGE,
BHAGALPUR, July 2008**

NASIR JAMAL

INTRODUCTION

Results-driven Sales professional with over 7 years of industry experience in looking for a suitable leadership position with a market-leading company that offers an opportunity for advancement in sales management.

PERSONAL PROFILE

- Proven track record of delivering profitable sales growth consistently above industry levels.
- Ability to work collaboratively across multiple cultures, functions, and levels within the organization to coordinate activities with assigned customers.
- Experience and understanding of all aspects of account profitability; can develop strategies for continuous improvement and growth.
- Strong product and market knowledge - consumer and industrial chemicals.
- Strong Negotiation and interpersonal skills.

WORK HISTORY

GCCE-UAE

April 2018 – Dec 2021

**Sales Executive,
Abu Dhabi, UNITED ARAB EMIRATES**

- Maintaining and growing existing accounts by introducing a new product range.
- Target new customers and increase sales through proactively hunting new clients
- Achieved sales goals and service targets by leveraging interpersonal communication skills and products knowledge.
- Prepared pricing strategies for current customers' enhanced sales and increase profitability.
- Met the existing customers and prospects to discuss business needs and recommend the optimal solution.
- Negotiate/close deals and handle complaints or objections.

LANGUAGES

Hindi, Urdu: Native language

English: C2

Master or proficient

Arabic: B1

Intermediate

ADDITIONAL INFORMATION

- Proficient in ERP 9.0 Software
- MS Office
- MS Excel
- Sage Peachtree accounting software knowledge

SKILLS

- Account management
- Excellent communication & presentation skills
- Negotiation skills
- Competitive intelligence
- Multitasking
- Self-motivated and driven by targets
- Sales Management

GCCE-UAE

Dec 2014 - Mar 2018

Sales Coordinator & Document controller,
Abu Dhabi, UNITED ARAB EMIRATES

- Coordinating the sales team by managing schedules, filing important documents, and communicating relevant information.
- Evaluated inventory and delivery needs, optimizing strategies to meet customer demands.
- Maintained relationships with customers and found new ones by identifying needs and offers.
- Responding to complaints from customers and giving after-sales support when requested.
- Following up on the deliveries with Logistic Department.
- Making sales reports and monthly reconciliation.
- Produced contracts, reports, letters, and proposals for clients.

ICICI Bank Limited

Aug 2011 - Jul 2014

Sales Officer,
Durgapur, West Bengal, INDIA

- Generate new customer leads through various channels.
- Proactively identify sales prospects and conduct business development activities in the geography assigned Follow up on new leads and referrals to generate business.
- Achieving the monthly sales targets.
- Follow the various internal guidelines and procedures of the bank.
- Ensure customer satisfaction through regular engagement.
- Resolve customer queries/issues and facilitate customer service.
- Maintain periodic status reports, including daily activity reports and calls/follow-ups made
- Research target market and identify customers.
- Maintains relationships with clients by providing support, information, and guidance. Researching and recommending new opportunities.

PERSONAL DETAIL

- Marital Status : Married
- Gender : Male
- Religion : Islam
- Nationality : Indian

Holding Valid UAE Driving License