

MAHEEN ARIF

Key Account Manager

Dynamic Account Manager with **7 years** of experience in Ecommerce, Electronics & Logistics industry for managing medium to large client portfolios, adding more business verticals for their growth & executing smooth sales operations. Have an excellent client oversight, issue resolution and relationship-building expertise. A solid grip on data analytics, using CRM tools i.e., Sales Force, Oracle, SAP, and skillful in developing a Trustworthy relationship with clients and proved to be a relying account manager till date



Work History

2019-01 -
Current

Key Account Manager

Safe Arrival, Dubai, United Arab Emirates

- **Clients Portfolio:** Amazon (FBA), Noon (FBN), Amazon Payment Service, Sephora, Makiage, Body shop, Faces, Level Shoes, Swarovski, Deal Outlet, Molton Brown, Virgin Megastore, Joi Gifts, Mumz world, ALGT, Lulu Exchange, Muller and Phipps & others.
- Added 25+ new potential sales prospects in each quarter through Referral Marketing, Networking, Cold calling.
- Developed new business of revenue 5.3M AED FY 2020 for Same Day Delivery, Next Day Delivery, fulfilment, and storage clients across UAE & KSA.
- Spotting new popular Ecommerce brands and ensure managing the portfolio toward a growth plan.
- Implement logistics software and it's training i.e., Shipox to our existing and new clients.
- Preparing weekly and monthly sales track reports.

2017-12 -
2018-12

Account Manager

Wefee1, Dubai, United Arab Emirates

- **Clients Portfolio:** Paul Arabia, Carluccio's, Little Bangkok, Wagamama, FFI, Delecious4, ShakespeareandCo, Gates Hospitality, Rubayat Hospitality, JBB Rewards, The Coffee club
- Introducing product demo to new & existing clients for all our all hospitality and F&B clients.
- Design monthly, seasonal & event-based marketing & sales operations campaigns which increases ATV by 48%.
- Initiated regular marketing projects to improve online user journey experience on the loyalty website and application for our F&B clients
- Online delivery, feedback surveys and quizzes.



Contact

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Skills

Vendor Management

Strategic Planning

Key Account Development

Marketing Strategy

Product Demo & system training

Portfolio Management

Customer Service Business

Development CRM Systems

Vendor relations Database

Management Cold calling

skills

IT support

2014-01 –
2017-10

Sales Operations Manager

GreenTech Location, Lahore, Pakistan,

- **Clients Portfolio:** Samsung, Nokia, Motorola, Techno, Xiomi, Huewai, Toshiba, Philips, Muller & Phipps, HP, Asus
- 100K+ SKU Sell out Achievement in Q2, Q3 & Q4 in High, Mid & Low product segment (\$150 - \$ 2500), FY 2015, FY 2016, FY2017 through intense marketing and promotional campaigns B2B & B2C.
- Direct launch of 15 new product lines with total annual revenue of \$10M revenue.
- Developed promotional campaign by bundling products together, increasing sales revenue by 13% with projected year-on-sales growth of \$1.5 M.



Software

SAP

Hub Spot

Sales Force CRM Fresh

Sales CRM Monday.com

PowerPoint, Excel Shipox



Education

2019-01 -
2020-12

Master of Science: Strategic Project Management

Heriot Watt University - Dubai

2015-01 -
2017-01

MBA: Finance & Marketing

Lahore School of Economics - Lahore

2010-01 -
2014-01

BBA (HONS)

Institute of Business Administration, IBA - Lahore



Additional Information

- Visa Type: UAE Employment Visa
- Driving License: UAE