

WORK EXPERIENCE

2020 Square Yards - Dubai, United Arab Emirates
Portfolio Manager

- Involved in commercial real estate business development and residential property acquisition regionally over United Arab Emirates.
- Sourcing clients for strategic acquisitions within the region by determining their needs and proposing individually tailored investment solutions to cater to them.
- Generating reports by performing comparative market analysis to suit to the varying needs of clients from different demographics.
- Developing business relationships through intermediate consultation and negotiation with potential investors.

2018 – Present Golden Oskar Trading LLC - Dubai, United Arab Emirates
Sales and Purchasing Manager/Accountant

- Practiced the approach of developing fabric expertise and professional relations with customers over international markets, guiding their purchases based on their specifications as well as promote brand loyalty.
- Coordinating professional and productive contact with potential customers and developing commercial and social relationships with suppliers and agents/dealers of goods in order to maintain steady cash flow.

Brand Modernisation and Standing:

- Successfully piloted brand positioning in an extremely competitive market and effectively achieving the targets to redefine company's key aspects as well as level of cash flow
- Marketing the brand through various social media channels namely Instagram and WhatsApp.
- Reorganisation of the terms of payments with potential buyers across the region.

Brand Expansion:

- Planning and Organizing the future expansion of the business in Kachao, China by regularly conducting meetings with associated business partners including suppliers and agents to reformulate company stance in the market.
- Elevated brand and accelerated sales by frequent trips to existing GCC markets namely Doha, Muscat, Ajman and Sharjah with increased number of employees.
- Lead the negotiations with existing and potential suppliers to ensure premium product quality and logistics.

- 2017** **Unikai Foods P.J.S.C. - Dubai, United Arab Emirates**
Marketing Summer Intern
- Operated with marketing, IT and finance department to gain valuable insight of company/department process.
 - Performed primary research with the marketing team to understand how the workings of social media influencers and campaigns in keeping audience engaged and generating reports to the Marketing Head accordingly.
 - Gathering resources and information pertaining to the department initiatives and scheduling tasks to optimally implement them.
- 2015 – 2018** **Gitex Technology Week - Dubai, United Arab Emirates**
Head Sales Supervisor
- Managing sales employees' teams and ushering their respective tasks.
 - Making sure the sales targets are achieved effectively pertaining to the company's objectives.
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EDUCATION AND ACHIEVEMENTS

- 2015 - 2019** **Heriot-Watt University, Dubai, United Arab Emirates**
BA (Hons) Business and Finance
Studied the disciplines of Finance and Pricing Strategy, Strategic Market Management, Marketing Analytics, Consumer Behaviour, Operations Management, Micro and Macro Economics while developing an effective and unique Business Model which was nominated in Top Five Business Models in the Module.
- 2015** **Our Own High School, Dubai, United Arab Emirates**
High School Diploma
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ADDITIONAL SKILLS

SKILLS

- Proficient user of Microsoft Office (Word, Excel, PowerPoint, and Outlook), including HTML and CSS.
- Social Media Management and Content Creation.
- Extensive Interpersonal Communication.
- Leadership and Ability to Manage Large Teams.

LANGUAGES

- Fluent in English, Arabic and Hindi
- Certified Arabic Language course (**Intermediate Level**) from Omega Education Centre, Dubai.
- Advanced Knowledge of reading and writing skills and Enhanced level of Oral communication in Arabic
- Arabic Course completion certificate attested by KHDA (Knowledge and Human Development Authority, UAE).

EXTRA CURRICULAR ACTIVITIES

Dubai International Film Festival

- Volunteered for the annually conducted Dubai International Film festival in Dubai.
- Accompanied VIP and Guests to their designated positions, guiding event attendees to required venues gaining experience in leadership and event management.

YEC Exhibition, Dubai Mall

- Set up and managed sales of small external storage devices.
- Advancing interpersonal skills to sell the product and developed social relationships with customers.

Fitness Coach

- Worked as a personal trainer for clients helping them achieve fitness goals through standardized intense training and meal plans.