

MUHAMMED NOUFAL VT

BE COMPUTER SCIENCE ENGINEER

Business Development Manager | IT Manager
Senior Sales | Digital Marketing Manager | Mentor



PROFILE

Self-motivated and success-driven business development manager with 7+ years of experience in solution selling and new business development. Recognized expert in team-building and a communicative collaborator. Reliable and driven, with strong time management and prioritization abilities. A highly motivated and ambitious individual able to give timely and accurate advice, guidance, support and training to team members and individuals.

My previous roles have strengthened my capabilities in leadership and decision-making, including a keen attention to detail and accuracy. My emphasis is always on discipline, planning, learning and team building with high motivational levels to produce the best results keeping in mind the company's value.

EXPERIENCE

2021 DEC - Present

BUSINESS DEVELOPMENT MANAGER - IT

Faateh Project Management

- Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, Products and services - or new ways of reaching existing markets
- Recruiting and training new sales staff, assigning specific tasks to other sales staff, and monitoring the team's sales performance.
- Motivating the sales staff and creating an atmosphere of healthy competition among the staff.
- keep abreast of trends and changes in the business world.
- Providing sales staff with constructive feedback and assisting staff to solve customers' problems
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.
- Collaborate with sales and development team to ensure requirements are met, such as sales numbers and profit goals.
- Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources.
- Support deal structure and pricing with business-value analysis, and negotiate prices for proactive bids and proposals.

CONTACT

PHONE :
+971 56 373 8316

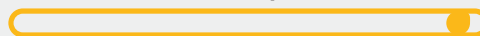
E-MAIL :
muhammednoufalvt@gmail.com

LinkedIn :
www.linkedin.com/in/muhd-noufal

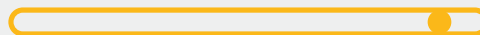
ADDRESS :
Dubai - UAE

SKILLS

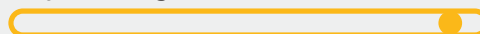
Communication & Interpersonal



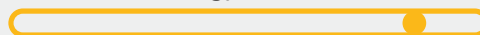
Negotiation & Persuasion



Project Management



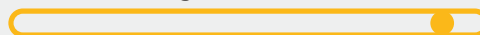
Research & Strategy



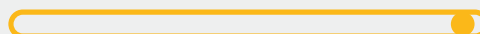
Computer Skills



Business Intelligence



Collaboration



EXPERIENCE

2020 DEC - 2021 DEC

ACCOUNT MANAGER, DIRECT SALES

Emirates Integrated Telecommunications Company – DU

- Visit/establish new accounts pan UAE.
- Maintain consistent customer satisfaction.
- Capturing maximum business opportunities available in the market.
- Set sales forecast /expectation with direct Mgr.
- Monitoring & reporting on standards & performance targets.
- Daily sales visits for various purposes (Curtsy / problem solving / selling).
- Meeting customer & sign up the contract.
- Verify the original document & collect required document.
- Other duties may be assigned

2018 JULY - 2020 NOV

ACCOUNT MANAGER, CHANNEL SALES - BUSINESS

Value Manage Commercial Brokers - Etisalat Channel Partner

- Manage and develop the relationship with clients to achieve maximum profitability against monthly sales targets
- Identify and exploit new sales opportunities with existing and potential customers.
- Monitor customer accounts within in the allocated sales area to ensure that sales potential is fully exploited.
- Established and maintain effective communication links with existing customers to identify all sales opportunities.
- Meeting customer & sign up the contract.
- Verify the original document & collect required document.
- After sales follow-up

2015 MARCH - 2018 JUNE

SALES TEAM LEADER, CHANNEL SALES - CONSUMER

TCN Group of Companies - DU Channel Partner

- Preparing daily workloads for staff & coordinating the daily allocation of work.
- Working with the sales and marketing team to drive sales forward.
- Mentoring and training up junior and new staff.
- Dealing with and resolving problems and issues which arise from customer end.
- Monitoring & reporting on standards & performance targets.
- Implementing new initiatives.
- Involved in the recruitment of new staff.
- Motivating the team to achieve high standards and KPI targets.
- Other duties may be assigned

REFERENCE

Reference will be furnished upon request

EDUCATION

BE CSE

Bachelor of Engineering in Computer Science & Engineering
Visvesvaraya Technological University - May 2013

PGD G&C

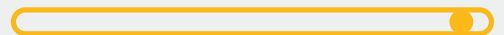
Post Graduate Diploma in Guidance and Counseling
Aligarh Muslim University – Feb 2021

PERSONAL DETAILS

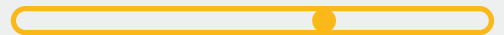
Date of birth	:	11/Nov/1989
Marital status	:	Married
Nationality	:	Indian
Driving License	:	Pursuing
Visa Status	:	Residence Visa

LANGUAGES

ENGLISH



HINDI



MALAYALAM

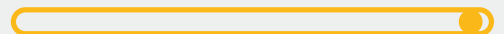


INTEREST

SURFING THE INTERNET



NETWORKING



TRAVELLING

