



Darshan Singh Bafila

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UAE Driving License: Valid until 2024

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Career Objective

Seeking a challenging leadership position in a progressive environment to contribute the productivity and profitability of the organization & offering a challenging environment opportunity to grow.

Profile

A highly motivate attitude, loyal individual, having excellent interpersonal, communication & presentation skills. Ability to work effectively with initiative under high pressure, I consider myself to be ambitious hardworking, responsible and determinate person.

I believe that the key to successful employment is punctuality, excellent attendance and dedication. Overall, I possess very good communicative skills and can relate to all persons in appropriate manner in English, Arabic & Hindi, which I believe is one of my important and advantageous traits.

Personal Skills:

- | | |
|---------------------|----------------------|
| ➤ Customer Service | Self Motivated |
| ➤ Leader Ship | Staff Training |
| ➤ Management Skills | Communication Skills |
| ➤ Computer Skills | Strong work Ethics |
| ➤ Active Listening | Sales |

Professional Experience:

Convention360 - Where the Law Makes Sense: -

1st Oct 2021 – till date

Designation: Business Development Executive

Location: Dubai (FZE)

Product Handled: Debt Collection, Legal Case and Pre-legal Case

Key Responsibilities:

- Identify, qualify and secure business opportunities and coordinating business generation activities.
- Creating and maintaining a list/database of Prospect clients, maintaining a database of prospective client information.
- Collaborate with team on sales goals, planning and forecasting.
- Maintaining short and long term goals, planning and forecasting.
- Building business relationships with current and potential client.
- Answer potential client questions and follow-up call questions and respond to client requests for proposals.

Mehrotra Enterprises (Two Wheeler Automobile):-

1st July 2020 – 24th December 2021

Designation: Network Manager

Location: Uttrakhand (India)

Product Handled: Hero Motor Bikes

Key Responsibilities:

- Responsible for maintaining and communicating dealer Primary Market Area.
- Supervise all support programs for Dealer activities including Business Management Program for Profitability analysis and improvement.
- Train region staff in use of Dealer Performance Measurement tools, Network Development policies, Procedures, Legal awareness & business management.
- Manage the dealer inquiry process, including responding to, distributing and documentation of all inquiries.
- Manage internal Network Development staff to ensure timely and accurate coordination and execution.
- Ensure legal compliance of all Network Development actions, programs and policies.
- Network Expansion.

Huawei Technologies LLC: -**2nd Jan 2019 - 1st March 2020**

Designation: Regional Supervisor at Huawei
Location: Abudhabi
Product Handled: Huawei Smart phones/Tablets/Accessories

Key Responsibilities:

- Build and maintain relationships with new and repeat customers
- Monitoring and reviewing the performance of sales teams, to ensure targets are met
- Work with the senior management team to set revenue and sales goals on a monthly, quarterly, or annual basis.
- Analysis brand promotion campaign results to provide insights identify trends and make recommendations for improvements.
- Organizing meeting with the promoters (under me) to provide them a good encouragement and the knowledge they need on daily task.
- Keeping Management well informed by submitting daily activity reports to the Head of Department.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.
- Manage Accurate and timely market information related to Opportunities, Competition, changing trends and feed it back to the Regional Manager.

AI Futtaim Electronics: -**25th Dec 2011 – 30th Nov 2018**

Designation: Retail Sales Representative at Plug-ins Electronics
Location: Dubai & Abudhabi
Department Handled: IT, Mobile & Gaming Department

Key Responsibilities:

- Manage staff, including cashiers and people working on the floor.
- Manage Different Departments within the Store.
- Maintain inventory and ensure items are in stock.
- Provide suggestive feedback to the Store manager based from the customer Request, queries and suggestions to help and increase the sale.
- Handling Customer Complaints, Questions and issues.
- Support sales floor initiatives through coaching the GUEST program, daily Briefings, and performance management around behavior.

Education Qualification: -

- B.B.A Completed from National Institute of Management, Maharashtra, India.
- S.S.E Completed from National Institute of Open School, Maharashtra, India.

Computer Proficiency: -

- ACCP from Aptech Computer Education, Pune, Maharashtra, India.
- Excellent in MS Office, Hardware / Software Installation and setting up a Small home and Networking / Wi-Fi.

Achievements: -

- Top Achiever & Winner for P30 Series (Smartphone) Sales Achievement in whole Abudhabi Region 2019 - Huawei Technologies LLC.
- Rewarded by the management for constantly achieving more than 100% in Sales & Extended Warranty target since joined - AI-Futtaim Electronics
- Employee of the Month of October 2012 & 2013 – AI-Futtaim Electronics
- 4 times 100% in M.S Result in 2013, 2014, 2015 & 2016 – AI-Futtaim Electronics
- Been awarded as Best Achiever in Sales & Extended Warranty target during GITEX Event – AI-Futtaim Electronics

Personal details: -

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|-----------------------|-----------------------------------|
| Date of Birth | : 6 November 1985 |
| Nationality | : Indian |
| Marital status | : Married |
| Language Known | : English, Arabic (Basic) & Hindi |
| U.A.E Driving License | : Valid till 13-02- 2024 |