



Ahamed Ashfak

CONTACT

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SKILLS

- Business development and planning
- Excellent listening skills
- Client relations
- Goals and performance
- Transferable skills
- Communication
- Customer service
- Documentation

Visa Status

Employment visa

Date of birth

18/05/1994

Religion

Muslim

Martial status

Single

Passport

L5425959

Emirates ID

784-1994-3646282-6

UAE License

Valid until 2025

EDUCATION

SSC

Al Ameen Public School – Ernakulam

HSC

Al Ameen Public School – Ernakulam

IATA

Chavara Institute – Cochin

BBM: Business Management

Bangalore University – Bangalore

PROFESSIONAL SUMMARY

Business development executive with 7+ years of experience worked with Top best companies in UAE. Leading to maintain always customer obsessed. Accumulating a 95% customer satisfaction rating to date.

WORK HISTORY

Business Development Executive - Auto Loan

07/2021- 03/2022

Indus motors - Ernakulam, Kerala

- Providing auto finance to new customers and guide them through the purchase of a vehicle.
- Building good relationship with each clients by giving them the best rates compare to other agencies.
- the goal of creating lifelong customers, providing excellent customer service, and answering questions.
- explaining service policies provided by the manufacturer and the dealer.
- securing approval through our existing bank partners while following all federal and state vehicle sales laws.
- Explaining the sales team and provide them with updated information on finance and lease programs as well as customer benefits of this financing.

Business Development Executive

04/2019 - 06/2021

First Abu Dhabi Bank - Dubai, UAE

- Identified issues and crafted unique and immediate solutions.
- Led sales forecasting, market trend evaluation and segment strategies.
- Maximized revenues in several schemes by implementing creative sales training techniques.
- Followed up with customers on unresolved issues.
- Calculated quotes and educated potential customers on insurance options.
- Calculated premiums and established payment methods for sales.
- Performed credit analysis, evaluating financial status to accurately determine feasibility of loan.
- Developed professional relationships with customers for long run.
- Always make sure customer obsessed.

Sales Advisor

01/2018 - 02/2019

Afia Insurance Insurancemarket.ae - Dubai, UAE

- Assisted customers with store and product complaints.
- Cultivated strong value-added relationships with customers and drove business development by delivering product knowledge.
- Suggested new product options to customers requesting service cancellations, improving retention by providing a better deal than what customer was looking for.
- Calculated premiums and established payment methods for sales.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Collected all premiums on or before effective date of coverage.
- Always make sure **customer obsessed**.

Program Analyst Editor

01/2017 - 12/2018

Sun Network Surya TV - Ernakulam, Kerala

- Closely monitored networking systems to effectively manage network infrastructure performance levels.
- Continuously improved and evolved editorial output through live stream edit.
- Prepared, monitored, and maintained event budgets.
- Coordinated all details and activities for live tv shows.
- Visited potential filming locations, assessing suitability in line with creative demands.
- Consistently measured results against budgets, taking appropriate actions to maximized profit.
- Used both video and still shot cameras to capture live.
- Operated television studio cameras during live production.

Purchasing Assistant

12/2014 - 12/2016

Al Doha Auto General Trading LLC Dubai/Sharjah - DUBAI , UAE

- Created detailed sales presentations to communicate product features and market data.
- Disposed of unsound and unsafe materials, products and equipment to prevent inappropriate reuse.
- Promoted excellent customer service standards in all interactions.
- Worked with technical teams to effectively incorporate lighting, sound and other features.
- Managed accurate and effective mechanical accessories adjustments for facelift 2008 model vehicle to 2018 model exterior look.
- Proactively identified and solved complex strategy problems that impacted sales management and business direction.
- Prepared large cash deposits with zero discrepancies.

Sales Executive

08/2013 - 07/2014

Nissan Automotive India Limited ,kerala - Ernakulam, India

- Provided service with a smile, offering courteous, helpful advice to best-meet customer needs.
- Accepted and processed cash, cheque, card and mobile payments.
- Increased positive customer interaction by solving there complains regarding the vehicle , cultivating lasting working relationships by asking open-ended questions to assess and cater to individual needs.
- Closed an good number of Nissan Micra and Datsun vehicle all Kerala sales.
- Drove new clients and avenues to build relationships and grow business opportunities.