



IMRAN SOORTY | Cell: 971 55 9642 765 | email: itsoorty@gmail.com | Dubai - UAE

Business Development Manager – Hospitality

Objective: *Business Development Manager with (4) years of experience driving profitability through strategic growth, leading teams, and quality control. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic and tactical perspective. Presently seeking a suitable leadership position as BDM or Sales Manager with a market-leading, high-growth company that offers opportunities for business development and in career growth.*

Professional Summary:

Results-driven Sales professional with (4) years of experience as Sales and Business Development Manager Role for the Hospitality and Healthcare industries. Possess exceptional Time Management, Customer Relationship Management, Communications and Leadership skills. “Consistent focused on ways to increase overall sales by engaging business clients, uniting team members and refining strategies and their implementation.”

Accomplishment:

- *Following (4) years of Sales and Business Development experience, I used to generate and optimize business leads to offer products and services to business clients from Luxury Hotels, Restaurants and Hospitals in order to achieve target.*
- *Direct experience in dealing Manufacturer’s and Supplier’s for product purchasing and price negotiation as per the requirement.*
- *Provide excellent service to the Stakeholders, Customers and Management by achieving sales goals and relaying customer experience information.*
- *Arrange Meetings via Cold Calling, Presentation and Demonstration and Proposal Designing are core elements of my Business Development Role.*

CORE SKILLS:

- *Interpersonal and Negotiation*
- *Organization Skill*
- *Suppliers and vendor Management*
- *Customer Relationship Management*
- *Problem Solving*

Professional Competency:

- *Demonstration and Presentation*
- *Customer Focused*

COMMUNICATION SKILLS:

- *Language: English - Urdu*
- *Communication Level: Excellent*
- *Proficiency: Oral and Written Skills*
- *Computer Skills: MS Office (Word, Excel, PowerPoint), Microsoft Outlook*

Work Experience:

MAF Hotel Supplies - LLC, Dubai-UAE (Aug 2017- May 2020)

Business Development Manager - Hospitality

Job Role: AS BDM, I used to identify sales leads, offer products and services to business clients and develop and maintain strong working relationship with existing Clients from Hospitality, F&B, Healthcare and Corporate sectors as well as working hard with Prospects to become a permanent client.

Responsibilities:

- *Contacting potential clients to establish rapport and arrange meetings.*
- *Planning and overseeing new marketing initiatives.*
- *Researching organizations and individuals to find new opportunities.*
- *Increasing the value of current customers while attracting new ones.*
- *Finding and developing new markets and improving sales.*
- *Developing Quotes and Proposals for Business Clients.*
- *Develop business relationships with Suppliers/Manufactures for better products and services offered to clients as per their requirement.*
- *Training personnel and helping team members to develop skills.*

Achievement:

- *Successfully achieved goals in terms of closed business deals following Projects.*
- *Accumulate annual business revenue raised by 10%.*

Hotel Projects:

- *Garhoud Towers Project (700 Rooms) by Accor*
- *Hilton Residencies RAK Corniche (320 Rooms) by Hilton*
- *Khalidiya Palace (Hotel Apartments), Dubai*
- *Novotel, Sharjah Expo*

In Vogue Advertising-LLC, Dubai-UAE (June - 2014 – August - 2015)

Business Development Executive – Corporate Gifts

***Job Role:** AS BDE, I assist to improve business sales strategy to generate business leads by identifying new markets and offers, and support the business to maintain existing clients.*

Responsibilities:

- *Contacting potential clients via email or cold call to establish rapport and set up meetings.*
- *Planning and overseeing new marketing initiatives.*
- *Offer new Products and Services to existing and New Clients.*
- *Develop follow up strategy to maintain Customer Relationship.*
- *Develop business relationships with Suppliers/Manufactures for better products and services offered to clients as per their requirement.*

Achievement:

- *Successfully achieved business deals offering Advertising Products and Services to business clients following business promotion objectives.*
- *Facilitate Business Clients to offer Brand Printing, Logo Design as per their Marketing Campaign.*

EDUCATION:

University of Karachi - Pakistan

B.SC - 1995 (Bachelor's in Mathematics, Physics, And Geological Science)

IT – 1999 (MCSE- Microsoft Certified Systems Engineer)

Status:

Visa: Work Visa (Cancelled)

Driving License: UAE Driving License

Compensation:

Salary Expectation: Possibly the best in the market.

Health Insurance

Availability: Immediate Joining

