



HUSHAM BABIKER

SALES ACCOUNT MANAGER

CONTACT

+971-56 858-1278

hushambabiker48@gmail.com

husham-babiker-816973136

Dubai- Business Bay- Marrasi drive

EDUCATION

Bachelor of Business Management
University of Khartoum 2009- 2013

COURSES

B2B
SM Corporate sales associate
Networks and IOT systems
GCC- clients culture
Customer centric

SKILLS

Communication

Presentation skills

Research skills

Data Management

Knowledge acquisition

CRM

ERP

Attention to details

Customer service skills

SAAS

MS office suite

WORK EXPERIENCE

SALES & CUSTOMER EXPERIENCE COORDINATOR -DUBAI HERMES PARIS | 2022 - PRESENT

- Managing a portfolio of +200 VIP clients generating over 5+ million quarterly.
- Build and manage trusted relationships with key accounts, ensuring a positive customer experience and driving revenue growth.
- Participating in financial, procurement activities.
- Cater to 100% of client queries through emails,phone and whatsapp regarding(product information,product availability, order follow up, delivery, return procedures,claim, miscellaneous.
- Work closely with over 200 accounts and increased the annual retention rate by 4%.
- Follow up the returns, and once quality control is successful, proceed to the validation of the exchange or refund

SALES ACCOUNT MANAGER-DUBAI TELTONIKA NETWORKS IOT GROUP | 2017 - 2022

- Contribute to market research, including identifying market potential and finding opportunities for growth
- Build and maintain long-term relationships with new and existing customers through daily contact, presentations, and frequent visits.
- Closing B2B process with various sales channels including distributors,value added resellers and integrators.
- Prepare commercial offers and ensure contracts to achieve assigned sales goals
- Attend exhibitions/meetings abroad to represent Teltonika Networks and its products with solutions
- Collaborate with the technical support department and product specialists to address customer requirements

SALES ACCOUNT MANAGER-SAUDIA ARABIA STC 2014 - 2020

SALES EXECUTIVE SAUDI ARABIAN AIRLINES | 2013- 2014

REFERENCES

Jerika Megan CASTRO

Hermes Middle East /HR

Phone: +971 (0) 52 501 2793

Email: jerika_castro@almana.com

Honey Claire Capinpin

Teltonika Middle East / HR

Phone: (+971) 56 1744184

Email: clair.ca@teltonika.ae