



Syed Ibraheem Asif

Business Development

SUMMARY

Skilled Business Development Associate offering 4+ years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and negotiation, along with excellent interpersonal communication, relationship building, and team leadership abilities. Results driven and proactive with a demonstrated record of accomplishment in meeting.

WORK EXPERIENCE

Relationship Officer

Mark-Ai Commercial Brokers

August 2024-Currently Working
UNITED ARAB EMIRATES

- To ensure the maximum number of sales in given time period.
- Asking for cx financial requirements.
- Providing Cx tailored fit credit card.
- Closing On the spot.
- Hunting For Cx on field.

Business Development Manager

September 2021 - June 2023
INDIA

Jobeefie Talent Hub Solutions Private Limited

- Managing and Driving Sales for the team.
- Analyzing and utilizing campaigns to generate maximum revenue and target potential lead sources.
- Handling a team of 20 Associates.
- First contact for prospects via outbound calls.
- Imparting knowledge and generating need about the product.
- Responsible for booking product demo for the prospects.
- Closing the deal within weekly revenue cycle by on spot closures.

Sales Consultant

Nadwa Infra Developers Private Limited

June 2015 - July 2017
INDIA

- Managing and Driving Sales for the team.
- Analyzing and utilizing campaigns to generate maximum revenue and target potential lead sources.
- Cold Calling

LANGUAGE

- ENGLISH
- HINDI

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INDIA

EDUCATION

Bachelor Of Science

Allahabad State University

CERTIFICATIONS

Course Studied

DCFA

DMHM

English Typing

SKILLS

- LEAD GENERATION
- CUSTOMER RETENTION
- NEGOTIATION
- TEAM LEADERSHIP
- SALES REVENUE GENERATION
- PROBLEM SOLVING

PERSONAL DETAILS

- Date Of Birth - 24 January 1998
- Religion - ISLAM
- Passport No. - P8888308
- Nationality - INDIAN