

Umar Ibrahim Wani

Business Development / Customer Relations



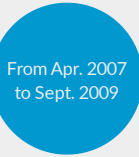
Business Development Officer with 8 years of experience in Sales and Customer Relations. Outstanding track record in strategic planning, and delivering high service standards that greatly contributed to company's business growth.

Education



From July 2010
to Aug. 2012

Master of Business Administration (MBA) / Islamic University of Science and Technology J&K, India
Marketing & HR



From Apr. 2007
to Sept. 2009

Bachelor in Commerce (B.Com) / University of Kashmir J&K, India

Work experience



Since Feb. 2021

Business Development Officer / Berger Paints Srinagar, India

- Tapping new project orders
- Networking association with new contractors and keeping present contractors informed and motivated.
- Building up the network with engineers, architects and contractors.
- Ensuring secondary business by generating business through new sites and projects.
- Assisting painters and organizing trainings for them.



From Nov. 2017
to Mar. 2019

Key Account Manager / Emirates Integrated Telecommunication Company (du) Dubai, UAE

- Managing SME accounts and increasing customer satisfaction through a proactive, customized, personalized relationship.
- Build establish and manage effective customer relationships at both strategic and operational levels.
- Dealing with any account related issues and deliver high standard and quality service.
- Make contact with all targeted customers to determine sales and marketing support requirements.
- Develop a detailed understanding of customers strategic business objectives and requirements.
- Well-developed expertise in building long-term and profitable relationships with clients.

✉ umarwani25@gmail.com

📅 33 years old

📞 +918491878787

👤 Married

📍 Srinagar, India

Languages

English

Urdu

Computer Skills

MS Office and other internet applications

- MS Word
- MS Excel
- MS Power point
- MS Outlook

Work experience

From Jun. 2015
to July 2017

Senior Relationship Officer / Emirates Islamic Bank Dubai, UAE

- Generate new business through presenting bank products to customers.
- Meeting prospective customers and explaining different products and services.
- Achieve assigned sales targets in order to contribute to the sales volumes / revenues.
- Provide quality customer service to ensure customer satisfaction and retention.

Work experience

From Feb. 2014
to Jan. 2015

Territory Sales Manager / Bharti Airtel Ltd India

- Sales forecasting and strategic planning to ensure the sale and profitability of products and services.
- Identify, develop and evaluate marketing strategy.
- Coordination and participation in promotional activities, working with advertisers and production managers.
- Responsible for certain office functions which included training, supervising, motivating and monitoring team and individual sales performance.
- Expansion and coordination with distributors to achieve sales targets.
- Updating company agreement with its partners and organizing timely training sessions with them in order to educate sales/marketing personnel about their products and services.

From Jan. 2013
to Jan. 2014

Management Trainee / CHD Developers Ltd Delhi, India

- Formulation of special corporate policies and carrying out presentations.
- Planning for advertisement, SMS and e-mail campaigning, rate revision discounts.
- Coordinate appointments to show project/property to prospective buyers.
- Provide monthly report for all inquiries, quotations and orders received.
- Prepare documents such as representation contracts, purchase agreements & closing statements.

Achievements

Achievements

- Won the top performance award for successfully running the **GPS** agenda with Bharti Airtel Ltd.
- Ranked best TSM for consecutive 3 quarters with Bharti Airtel Ltd.
- Planning for advertisement and e-mail campaigning, rate revision discounts with CHD Developers Ltd

Interests

Cycling

Trekking

Adventure Sports

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