

ASHFAQ KHAN

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Summary

Entrepreneurial Business Development Manager passionate about building productive relationship with clients, partners and team members, New customer acquisition expert who emphasizes a mix of online and offline marketing strategies.

Talented Business Development Manager well -versed in identifying market trends and customer needs to create highly -targeted marketing campaigns.

Highly enthusiastic customer service professional with 9 years client interface experience.

Experience

Currently Working:

Business Development Manager

Real House Contracting Co. - Dubai UAE

Visiting new & previous Clients and Consultants, Brining new business, Coordination with clients & Consultants, follow up, Coordination with Engineers, finance and MD.

Contact Person: Mr. Zohaib 00971564110402/00971557219758/0097142208862

Business Development Executive

Mar 2014 to Mar 2015

Vanguard Management Consultant - Ajman UAE

Visiting to new clients and given them a presentation, Sending Proposals, follow ups, Closing deals, Coordinate with consultant, Training and Development to Marketing staff, Preparing policies for Telemarketing staff and outdoor marketing staff, Report to General Manager.

Contact Person: Mr. Ahsan Paracha 0097129438363/00971556019343/0097167414922

Business Development Manager

Nov 2010 to Dec 2013

Elite Media - Bradford, West Yorkshire UK

Making improvement plans, Visiting prospective clients, Promotional activities, Managing clients accounts, Payment collection.

Contact Person: Mr. Azam Khan 00447738128656

Customer Care Assistant

April 2010 to April 2012

Co-operative Food – Leeds, West Yorkshire UK

Customer care, Serving on the till, Cashing, Shelfing, Back stock tidy up, Arranging Newspapers.

Contact Person: Mr. Richard 0044787446418/00441132678740

Customer Care Officer and Personal Assistant

Feb 2006 to Nov 2009

South City Hospital - Karachi, Sindh Pakistan

Well come patients on reception, Information proving, Answer calls, Arranging appointments, Managing patients, Filling, Cashing, Keep update to doctor, Administration tasks.

Sales Representative (Call Centre)

Ian 2004 to Feb 2006

Jazz Telecommunication - Karachi, Sindh Pakistan

Answer calls, Update Inquiries, Problem solving, Sim cards selling, Sim card activation, Up to date product training on daily basis, Report to line manager daily activities.

Education

MBA, Master of Business Administration

2014

Anglia Ruskin University - London, United Kingdom

Post Graduate Diploma, Management and Leadership

2012

Chartered Management Institute - Bradford, West Yorkshire, United Kingdom

Under Graduate Diploma, Management and Leadership

2012

Chartered Management Institute - Bradford, West Yorkshire, United Kingdom

Bachelor of Commerce (B.com)

2007

University of Karachi - Karachi, Sindh Pakistan

Highlights

Superior communication skills Strong organizational skills

Effective team player Active listening skills

Staff training and development Sharp problem solver

New customer acquisition
Energetic work attitude

Brand development Large cash/check deposit expert

Driving Licenses

- 1. UAE, License
- 2. British, License
- 3. Pakistan, License

Accomplishment

Created strategies to develop and expand exiting customer sales, which resulted in a 70% increase in monthly sales.

Collaborated with prospective clients to prepare efficient product marketing strategies and drive business development.

Spearheaded all company –wide prospecting, marketing and closing endeavor.

Promoted from Sales Representative to Business Development Manager after one year of employment in UK.