

# DANISH RABBANI

DUBAI, UAE

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## OBJECTIVE

Seeking a position as Business Development Executive in a leading multinational organization looking to expand their global presence, contributing business value by developing and executing a strategic long-term vision; also possessing strong administrative and marketing skills.

## KEY STRENGTHS

- Hands-on experience in both Business Development & Sales
- Ability to work with different teams yet focus on details to deliver the desired level of quality
- Possessing strong leadership, communication and interpersonal skills to establish rapport with clients

## EXPERIENCE

### May 2016 – Current job

**Business Development Executive • ERAM MANPOWER SERVICES LLC , Abu Dhabi & Dubai.**

- Managed Manpower services to Oil and Gas, CIVIL and MEP clients across UAE
- Managed relationships with clients such as TECNIMONT, ALSTOM, ABB, EVERSENDI OFFSHORE, PETROFAC, ARCHIRODON, ROBTSTONE, DEWA etc.
- Performed daily client account tasks
- Managed and reviewed revenue forecasts on a weekly or daily basis as required
- Oversaw analysis and resolution of billing discrepancies
- Daily updating of client communication logs
- Coordinated with clients to determine budgetary specifications
- Provided assistance in report development to senior account management
- Maintained and updated diary lists and finance agreements
- Assisted in providing in-house client consultation as needed
- Business development activities performed :
  - Generate lead and cold call prospective customers.
  - Utilize marketing tools to identify current and new projects and pitch clients.
  - Meet with customers/clients face to face or over the phone.
  - Seek out the appropriate contact in an organization.
  - Think strategically seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
  - Some of the key clients added to our client list during the last few months are Rotary Engineering, Al Futtaim Engineering, Berksan, Bredero Shawcor, Cemex, S.K.Engineering.

**June 2015 – April 2016**

**Sales Manager • MYLA GENERAL TRADING LLC, Dubai.**

- Managed the sourcing of garments from India and Bangladesh
- Planning, executing, and managing sales strategies
- Generating new leads and developing existing customers
- Developing specific plans to ensure growth both long and short-term
- Managed the supply of garments to stores like Hyper Ramez, Al Madina, Lulu, T.Choitrams and more

**June 2013 – March 2015**

**Sales Manager • QEMMAT AL JAWDAH TRADING , Sharjah.**

Qemmat Al Jawdah specializes in making uniforms for all sectors. Worked on getting orders for uniforms from corporates, schools, factories and construction industry. I also followed up with production houses and managed the logistics and timely delivery of the orders to the clients.

**August 2002 – March 2013**

**Production Manager • TEXCITY GARMENTS EXPORTS , Tamil Nadu , India.**

- Supervised the production floor for garments manufacturing
- Coordination with various departments in the production phases to ensure the production efficiency is maintained
- Managed the Quality Control and final inspections in line with international standards for our esteemed international clients
- Managed large teams in the manufacturing cycle

**EDUCATION**

University of Madras, Chennai, India.

B.Com 1999 – 2002

Languages spoken: English, Urdu, Hindi, Tamil

***I have a valid UAE driving license***

***References can be provided on request***