



# Ahtesham Kashif

BUSINESS DEVELOPMENT MANAGER

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Dubai , United Arab Emirates

## Birth Date

25/04/1991

## Nationality

India

## Skills

Lead Generation - Ms Office Suite  
Cold Calling - SEO & SEM Client  
Acquisition - CRM (ZOHO)  
Corporate Sales - Knowledge Of  
Marketing Concepts B2B Sales -  
Knowledge Of Social Media  
Marketing Techniques Social Media  
Marketing - Video Editing Digital  
Marketing - Content Creation ,  
Writing And Editing.

## Languages



## Profile

B2B Sales professional with a technical background and an MBA in marketing with 7 years of experience in sales and business development with 4 years in dubai into corporate foreign exchange.

## Education

### MBA MARKETING , ITM MUMBAI

Mumbai | 2014 June - 2016 May

### B.TECH, SOA BHUBANESWAR

Bhubaneswar | 2009 August - 2013 May

## Employment History

### Business development manager , Emirates India international exchange

Dubai | 2022 April - Present

- Corporate sales of various foreign exchange products such as international trade remittances, WPS, currency wholesale.
- Managing multiple branches of exchanges by increasing their revenue through corporate acquisition.
- Understanding of various banking channels such as correspondence banking.
- AML and CFT Certifications.
- Funding local euro,usd accounts of corporate customers.
- Providing solution based services to B2B Clients.
- Consultative selling approach.
- Database of large high volume clients.

Have a good network of HNI and UHNI

## **CORPORATE SALES EXECUTIVE , DELMA EXCHANGE**

Dubai | 2020 February - 2022 February

- Networking corporate clients requiring strategic solutions on FX requirements.
- Analyze markets, competitive products & strategies to serve clients with efficient solutions.
- Obtaining information from prospects that pertains to Delma Exchange's client criteria.
- Provide customized products & options to facilitate corporate clients to manage funds
- Educating the clients on managing the risk of volatile market.
- Provide product knowledge & awareness to serve corporate clients with better FX solutions.
- Ensure professional services & high standards to all existing and new clients
- Proactively share knowledge, experience, concerns and ideas with the immediate and wider dealing teams in order to enhance the customer experience & ensure all trades are compliant and the business is protected from unnecessary risk

## **Sales manager , OYO ROOMS**

Mumbai | 2016 April - 2020 January

Responsibility includes selling of room inventories through corporate channel, travel agents and third party tie ups.

Corporate tie ups provide 70% of the business.

Meeting new corporate through cold calling, giving presentation and closing the deal.

Maintaining relationship with existing clients to extract more business and sustain the existing business.

- Met with prospective customers and business owners in their homes, businesses and other settings.
- Collected all premiums on or before effective date of coverage.
- Closed an average of 25L (\$45000) sales per month.

- Evaluated leads obtained through direct referrals, lead databases and cold calling.
- Finalized sales and collected necessary deposits.
- Contributed ideas and offered constructive feedback training meetings.

## Hobbies

- Cosmology
- Trekking
- Writing
- Chess