

Suleman Arshad

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Goal-oriented marketing expert with natural talents in developing and implementing successful strategies, driving profits, increasing market shares and strengthening customer dominance. Hardworking, performance-oriented leader offering proven expertise in business development, team supervision and campaign enhancement. Prepared to bring 7+ years of progressive experience and take on challenging position with opportunity to make lasting impact on company and customer success.

EXPERIENCE

Business Development Executive

Dec 2016 - Present

Dubai International Driving Center LLC, Dubai, UAE

- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Implemented sales training techniques for new staff to increase revenue and overall success.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives and goals.
- Established and maintained highly effective relationships with clients and industry partners to drive growth.
- Planned marketing initiatives and leveraged referral networks to promote business development.

Branch Supervisor

Oct 2015 - Nov 2016

Dubai International Driving Center LLC, Dubai, UAE

- Registered students for driving license after inquiry and follow up
- Assisted student with handling difficulties, resolving problems and managing any problem arising.
- Interceded between employees during arguments and diffused tense situations.
- Oversaw opening and closing of branch and monitored RTA test booking, class booking, cash collections and cheque payments.
- Improved customer satisfaction scores through application of superior conflict resolution and problem-solving skills.

Cashier /Clerk

Mar 2014 - Apr 2015

Habib Qatar international Exchange Pvt LTD, Lalamusa, Pakistan

- Helped customers complete cash payment transactions and join reward programs.
- Answered questions about foreign currency and addressed customer concerns.
- Maintained secure cash drawers, promptly resolving discrepancies in daily totals.
- Mentored new team members on sales software system operation.
- Provided friendly service and assistance to clients promote customer loyalty, satisfaction and sales.
- Tallied cash drawer at beginning and end of each work shift.

EDUCATION

Master of Business Administration (M.B.A.) - Marketing

Bahria University, Islamabad

Jan 2011 - Jun 2014

Bachelor of Commerce (B.Com) - Business

Barani College of Commerce, Lalamusa

Jul 2008 - Jul 2010

FSC

F.G College For Men F-10/4, Islamabad

Jun 2006 - Jun 2008

SKILLS

Expert in: Business development and planning, Sales expertise, Marketing strategy, Relationship building / Management

Visa Status: Residence Visa (Dubai)

Marital Status : Married

Nationality: Pakistani

DOB: 26th June 1989

UAE Driving License: LMV Manual (Issued in 2016)