



ABDUL FATHA RASHED

📍 DUBAI
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SUMMARY

Results-driven Customer Relations with 10 years of experience building strong business relationships and identifying sales opportunities. A self-starter with excellent interpersonal and communication skills, & management teams, meeting with potential business partners and maintaining existing client relationships and monitoring market trends to come up with new business ventures.

EXPERIENCE

SENIOR BUSINESS DEVELOPMENT EXECUTIVE M M MARKET MATTERS Role and Responsibility

Feb 2019 – JAN 2024

- Interacting with a new client and showcasing the company's strongest feature Understanding their demands and providing remedies for any challenges connect to the brand.
- Managing monthly sales lifecycle from prospecting to implementation.
- Ensuring excellent customer service through regular follow up.
- Conduct research to identify new markets and customer needs and sbuild long-term relationships with new and existing customers

SENIOR CUSTOMER CARE EXECUTIVE IDEA CELLULAR LTD. Role and Responsibility

Jan 2013- Dec 2018

- Meeting with the company's concern manager, demonstrating them broadband connections and the finest calling plans for employees
- Make leads through Tele calling and cold calls.
- Plans to make stall at shopping mall, Supermarkets and some Exhibition on vocational days.
- Completing Monthly and Yearly targets on time

SKILLS

- Ability to Work in a Team
- Customer Relation
- Computer Software Installation
- Good Communication

EDUCATION

OSMANIA UNIVERSITY, HYDERABAD, INDIA,
Bachelor of Science: COMPUTER SCIENCE

DATAR VOCATIONAL Jr COLLAGE, HYDERABAD, INDIA,
BOARD OF INTERMEDIATE, TELANGANA: COMPUTER SCIENCE

St. MAAZ HIGH SCHOOL, HYDERABAD, INDIA,
SSC

**PERSONAL
INFORMATION**

- NATIONALITY : INDIAN
- VISA STATUS : VISIT VISA TILL 15/05/2024
- PASSPORT NO : W5025896

DECLARATION

I hereby declare that the above information about me is true for your knowledge.

ABDUL FATHA RASHED