



## Personal Details

- **Father's Name:** Baby C.O
- **Date of Birth:** 23-09-1996
- **Gender:** Male
- **Nationality:** Indian
- **Religion:** Christian, RC
- **Passport No.:** R9589388
- **Qatar Driving License:** 29635616143

## SKILLS

- Client Relationship Management
- Sales & Marketing
- Event Management
- Business Development
- Customer Service
- Data Collection & Analysis
- Negotiation & Contract Management
- Real Estate Market Analysis

## EDUCATION

- **B.A. English**  
Sikkim Professional University, India
- **B.Sc. Tourism Management**  
IGNOU University, India
- **Diploma in International Hotel Management**  
IGNOU University, India
- **Higher Secondary Education**  
Kerala State Board, India

## LANGUAGES

- **Malayalam:** Fluent
- **English:** Fluent
- **Hindi:** Fluent Conversational

# AKHIL BABY

 0562635763

 akhilbaby2391996@gmail.com

 Dubai, UAE

## PROFESSIONAL SUMMARY

Experienced Key Accounts Executive and Supervisor with a robust background in real estate, event management, and client relations. Adept at managing high-profile client accounts, negotiating contracts, and conducting market analysis to drive business growth. Proven track record in customer service, business development, and event planning, with over 6 years of experience across diverse industries including real estate, food trading, and hospitality. Fluent in multiple languages, with strong interpersonal and communication skills, capable of fostering positive client relationships and leading teams to success..

## WORK HISTORY

### Al Eish Real Estate | Feb 2024 – Present

#### *Real Estate Executive*

- Managing client relations and overseeing property transactions.
- Assisting clients in finding suitable rental and purchase options.
- Conducting market research and analysis to identify property trends.
- Negotiating contracts and ensuring customer satisfaction.

### ABS Group of Events (Self-initiated) | 2022 – Present

#### *Event Management Initiative*

- Successfully running an event management business, focusing on organizing various events from conception to execution.

### University Info-Centre, Cochin | 2021 – Present

#### *Freelance Student Counselor*

- Over 2 years of experience counseling students, collecting data, and assisting with admissions for Rabindranath

## Interests

- Badminton
- Google Mapping
- Music

Tagore University, Sikkim Professional University, and Annamalai University.

### **Global Food Trading, Doha, Qatar | Feb 2020 – Feb 2022**

*Key Accounts Executive & Supervisor*

- Managed key accounts such as AL MEERA, LULU, and CARREFOUR hypermarkets.
- Supervised sales teams and maintained relationships with major retail chains.

### **Nice Water Factory, Doha, Qatar | 2018 – Dec 2019**

*Business Development & Customer Care Executive*

- Led business development initiatives and provided exceptional customer service.
- Built and maintained strong customer relationships, contributing to business growth.

### **Various 5-Star Hotels in South India | 2016 – 2018**

*Head Coordinator, Hospitality Departments*

- Worked in esteemed hotels such as The Taj, Hyatt Plaza, Crown Plaza, Le Meridian, and Club Mahindra as part of training programs.

#### **Declaration:**

I hereby declare that the above information is true to the best of my knowledge.

**Akhil Baby**