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| Abdullah Isa  Flat# 312,3rd Floor, Jumeirah Star, Almankhool, Burdubai, Dubai, UAE ·  Mobile: +971 545310862 Whatsapp +971 545421793  Email : isa.satguru@yahoo.com |
| **More than 17 years of total experience in Service Industry. Team player with focused attention on the individual contribution. Self-motivated, able to work independently and in teams, paying attention to project details, accomplished problem solving and analytical skills** |
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# Experience

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| November, 2023 – Till DateSales Executive, Unicorn Commercial Brokers**, DUBAI** Making Cold calls and generating leads for Banking products like Personal loans and credit cards.Visiting customers and explaining about the products and collecting documents and doing Prescreening for the Loan and Cards.Doing Journey for Aafaq finance cards.Following up with banks for customers application to esure getting approval. Ensuring meeting monthly targets assigned by the manager and team leader. October, 2022 – October, 2023Sales manager, royal express**, DUBAI** Handling inbound groups coming from India. Following up for groups coming from the vendors and corporates. Making Land packages and booking tickets from vendors in Dubai. Arranging visit visa and booking tickets for the groups. Following up for payments from vendors and corporates in India. Generating business leads from social media and through marketing campaigns on social media. |
| December, 2013 – September, 2022SENIOR SALES MANAGER, **EQUATOR VOYAGE, CONGO, AFRICA** Created and maintained relationships with Corporate companies. Negotiated partnership details and created contracts with corporate. Generated sales through walk-in and corporate clients. Handled sales operations. Tracked production and revenue. Researched competitors to better understand the market. Developed creative ways to bring in new/more business. Conduct Sales visit and maintain good working relationship with the following: Corporate Travel Managers, Procurement officers, Business Travel agents and high end leisure agents at travel agency. Pass all relevant & detailed information on signed contracts to Reservation/Revenue Manager to ensure rates are loaded. Review daily arrivals for future potential business as well as proper tracking. August, 2012 – November, 2013SENIOR SALE MANAGER, **SATGURU TRAVELS, CONGO, AFRICA** Handling sales for the entire Congo (Central Africa).Generating Business from Travel agencies and Corporate. Handling the Collection of payments from Airlines and Corporate. Handling escalations from Implants and Agencies. To execute & coordinate marketing activities. Identify potential customers, handle corporate meetings, brand promotion & developing pricing strategies. Manage large, strategic & key client's accounts across Congo. Ensure that process meets the goal of profitability, revenue, customer retention & satisfaction, identify opportunities for growth. Lead in Hotel Program sourcing and preparation (incl. rate audits, hotel contacts, e- sourcing) Participate in Airline Negotiation preparation. Lead demand management preparations of airline mix, for MPRO CPH.  General Travel usage analyses. Prepare and complete reporting to Headquarter Travel Management. Ensuring timely delivery, with high and defined data quality. Analyze data, for demand management and negotiation purposes (segments in baskets etc) Project support work. Further build the travel statistics for BU, according to set delivery plan. Suggest enhancements of statistics packages. Handle smaller sourcing. December, 2010 – July, 2012SENIOR TRAVEL COUNSELOR, **CARLSON WAGONLIT TRAVEL, BENGALURU, INDIA** Handling reservation and ticketing in Implant. Cross and up-selling where appropriate.  Handling visa requirements by company staff moving on business trips in the implant.  Handling Travel Insurance. Handling Foreign Exchange. JUNE, 2007 – NOVEMBER, 2010SENIOR RESERVATION EXECUTIVE, **ALKHOBAR, SAUDI ARABIA** Handling reservation and ticketing in Implant. Cross and up-selling where appropriate.  Handling visa requirements by company staff moving on business trips in the implant.  Handling Travel Insurance. Handling Foreign Exchange. January, 2006 – june, 2007Executive admin & travel, **bengaluru, INDIA** Handling Travel requirements for staff moving to on site projects in USA, UK, and Germany. Taking care of collecting time sheets from staffs to process salaries. Handling visa requirements by company staff moving on business trips. Handling Travel Insurance. Handling Foreign Exchange. |

# Education

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| May 2011MBA, **indian school of management and studies -** Grade ‘A’ |
| june 2010b.com, dr. c v raman university - 65%September, 2009SAP CRM (customer relationship management)SAPPHIRE |

# Skills

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| * Communication Skills * Brand building | * Business Operations Management * Customer Handling * Problem Solving |

# hobies

Playing cricket, Table Tennis, Snooker, Traveling.