

FAHEEM ABBAS

Dubai, United Arab Emirates · +971 55 669 7087

faheem.abbas39@yahoo.com · linkedin.com/in/faheemabbas1986



PROFILE

As a professional with a Master of Business Administration and 10 years of experience in sales and marketing, I possess a strong foundation in business principles and a deep understanding of sales and marketing strategies. My experience has honed my skills in sales, marketing, and customer relationship management, and has equipped me with the ability to thrive in fast-paced, high-pressure environments. I am a proactive problem-solver with excellent communication skills and a track record of achieving and surpassing targets.

EXPERIENCE

SEPT 2023 – PRESENT

SALES MANAGER, SAAD JUMA TRADING (F & B) LLC. (UAE)

As a Sales Manager I'm responsible for developing & implementing effective sales strategies to promote and maximize the revenue of the food and beverages department. Overseeing the sales team, providing leadership and guidance to achieve sales targets and objectives. Establishing and maintaining strong relationship with clients, vendors, and key stakeholders in the food and beverage industry. Analyzing market trends, identifying business opportunities and contributing to the development of new products and services to enhance overall sales performance.

MAR 2021 – SEPT 2023

SENIOR SALES SPECIALIST, SHOPPEX TRADING (F & B) LLC. (UAE)

As a senior sales specialist I was responsible for generating leads, building relationships with clients, and driving sales of food products through effective communication and negotiation skills, meet sales targets, maintain accurate sales records, and keep up-to-date with market trends and competitor activity.

AUG 2019 – FEB 2021

SALES MANAGER, PASSION TECH DWC-LLC (UAE)

As a Sales manager I was responsible for developing sales strategies, managing a sales team, and building strong relationships with clients to achieve revenue and profit targets while staying up-to-date with industry trends and managing budgets effectively.

JAN 2016 – APR 2018

ASSISTANT MANAGER MARKETING, KHALID SHAHDAH AL INAZY EST. (KSA)

As an Assistant Manager I was responsible for developing marketing strategies, coordinating campaigns, managing digital marketing efforts, and analyzing data to optimize marketing efforts and support business growth.

NOV 2013 – NOV 2015

TRAFFIC ASSISTANT, ROYAL AIRPORT SERVICES (PAKISTAN)

At Jinnah International airport Karachi, I was responsible for directing and guiding aircrafts, maintaining safety and security of passengers, cargo and airport equipment, and ensuring smooth and efficient operation of airport traffic. I have an understanding of the operations of a variety of machinery and equipment, including baggage loaders, belts, diesel pushback tractors, flush carts, AC vans, ACUs, ASUs, GPUs, ULDS, MDLs, LDLs, and Step vans.

FEB 2011 – OCT 2013

MARKETING COORDINATOR, FINANTAX CONSULTING FIRM (PAKISTAN)

As a marketing coordinator in FinanTax accounting and taxation firm I was responsible for creating and implementing marketing plans, developing marketing materials, coordinating marketing events, and conducting market research to identify new business opportunities and improve client engagement. Selling and training of software's (QuickBooks, Peachtree and Oracle).

EDUCATION

MARCH 2010

MASTER OF BUSINESS ADMINISTRATION, NUML UNIVERSITY ISLAMABAD

SKILLS

- Product knowledge
- Market strategy
- Market research
- Relationship building
- Communication skills
- Office management
- Records management
- Sales techniques
- Time management
- Analytical skills
- Technical skills
- Calendaring
- Travel coordination
- Reports

LANGUAGE

- English
- Urdu
- Arabic (Basic Understanding)
- Punjabi

PERSONAL DETAILS

DOB:	17 Dec 1986
Religion:	Islam
Marital Status:	Married
Sex:	Male
Nationality:	Pakistan
Visa Status:	Employment (UAE)
Passport No:	LE1010152
Driving License:	Valid UAE Driving license