



# FIROS SUBAIR



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firossubair@gmail.com  
MUWAIHAT-3, AJMAN,  
UAE.

## EDUCATION

### MBA

Master's degree in Business Administration from TKM Institute of Management (2015-2017).

### B.Com

Bachelor's degree in Commerce from University Institute of Technology (2012 to May 2015)

## SKILLS

Sales & Marketing  
Business Development  
Effective Communication  
Team Building & Leadership  
Customer Service  
Strategic Planning  
Training & Development  
Microsoft Office Proficiency

## LANGUAGES

HINDI  
ENGLISH  
MALAYALAM  
TAMIL

### Date of birth

30th-MARCH-1994

### UAE Driving License Number

378020

## REFERENCES

### DEEPU S

OPERATIONS MANAGER  
RELIANCE JIOMART  
Phone: +91-9447774200

### JOEL MATHEW

AREA SALES MANAGER  
OYO HOTELS AND HOMES  
Phone: +91-9958948821

## ABOUT ME

An enterprising professional with Five years of experience in Sales, Business Development, Marketing, Service & Team management. Experience in repeatedly producing sustained growth and achieving targeted market share through innovative sales & marketing strategies. Impressive success in achievement in consistently meeting assigned sales target, generating revenue & volume growth; and pitching various products with the various organizations and roles assigned. An enterprising individual with strong communication, decision-making and people management.

## WORK EXPERIENCE

### Manager | Khair Niamath Supermarket

December 2022 to Present

- Execute daily operational tasks with precision.
- Prepare accurate and comprehensive financial statements.
- Implement effective cost control measures.
- Successfully manage and lead staff to optimize team performance.

### Team Leader | Customer Acquisition Reliance Jiomart

May 2022 to December 2022

- Conducted in-depth market studies to inform strategic decisions.
- Executed comprehensive market surveys to gather valuable insights.
- Led training and development initiatives to enhance team skills.
- Monitored individual and group targets, consistently achieving results.

### Team Leader | Popular Maruti Suzuki

November 2021 to May 2022

- Spearheaded the Maruti Insurance CRC Team.
- Demonstrated adept team management skills in a dynamic environment.
- Achieved and consistently surpassed set targets.
- Successfully executed NMI conversion and ensured Maruti Insurance retention.
- Spearheaded recruitment and conducted effective training sessions.

### Business Development Manager | Oyo Hotels and Homes

July 2019 to October 2021

- Explored and secured new leads within the territory, employing effective sales pitches.
- Negotiated and closed deals, seamlessly integrating properties into the system.
- Successfully acquired and added new properties to enhance the portfolio.
- Facilitated the transformation of properties for improved market positioning.
- Efficiently managed day-to-day operations to ensure seamless workflow.

### Sales Officer | Asian Paints

July 2017 to August 2018

- Successfully achieved sales targets by collaborating with company dealers.
- Conducted regular visits to dealers.
- Expanded market reach by opening new dealerships in high-potential areas.
- Effectively handled complaints.