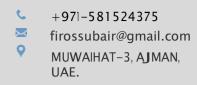
# FIROS SUBAIR



# **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 (2012to 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.