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| **JAWAD HUSSAIN**  **Contact Number:**  **00971 54 5824282**  **Email:**  **jawadkhadim1979@gmail.com**  **Current Address:**  **Al Rigga Deira, Dubai, United Arab Emirates**  **Visa Status:**  **Employment visa valid till October 2026**  **Education:**  **Bachelor of Arts (B.A) 2001**  **Punjab University, Lahore, Pakistan**  **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **LANGUAGES SKILL:**   |  |  | | --- | --- | | * **English** * **Chinese** * **Arabic** * **Hindi** * **Urdu** | **Fluent**  **Intermediate**  **Intermediate**  **Intermediate**  **Native** |   **DRIVING LICENCE:**  **Possess Valid UAE Driving License LTV from Sharjah Traffic Police Department Valid till May 2029.**  **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **SKILLS**   * **Social media savvy** * **Salesforce** * **Lead generation** * **Customer rapport** * **Sales territory growth** * **Active listening and strong communication skills** * **Collaboration and delegation skills** * **Customer relationship management skills using a high-quality CRM** * **Time Management** * **Planning, executing, and monitoring marketing campaigns**   **Good contacts with Contracting, Electro Mechanical Companies.** |
| **PROFESSIONAL SUMMARY**     * Result driven sales marketer offering ten plus years of experience in complete life cycle of sales, distribution of industrial, building material instruments. Specializing in working with senior & middle management helped by string communication & problem-solving skills to identify & implement latest solutions. Have extensive experience on International & Local selling brands in U.A.E. * Possess outstanding leadership & project management abilities with solid communication skills. * Knowledgeable Public Relations Officer bringing 10+ years of experience. Maintains calm, collected and analytical mindset in high-pressure situations. |
| **WORK HISTORY**  **Business Development Executive (Aug 2021 – Aug 2024)**  FSE Fire Fighting Safety Equipment Installation Co. – Dubai, United Arab Emirates   * Builds market position by locating, developing, defining, and closing business relationships. * Locates or proposes potential business deals by contacting potential partners. Discovers and explores business opportunities. * Examines risks and potentials for the business opportunities. Estimates partners’ needs and goals. * Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations. Protects organization’s value by keeping information confidential.   **Sales cum PRO (**Aug 2009 - May 2020)  Zubaidi Safety Equipment Trading Establishment • Dubai, United Arab Emirates   * Coordinating with the Dubai Immigration and Dubai Civil Defence Authorities on all company approvals and visa and labour processing matters. * Building and maintaining a network of contacts to support daily tasks both onsite and offsite. * Supporting employees with any immigration requests and requirements * Supporting employees with Arabic Documents and translations * Protect the interest of the company in accordance with governmental authorities, laws and regulation. * Other duties as requested from time to time.   **SALES EXECUTIVE (**Jul 2004 - Jul 2007)  Polytex Insulations Material Works Service • Sharjah, United Arab Emirates   * To generate database of clients from the target market and filter potential Clients * Providing excellent customer service for all their queries * Making schedule of delivering material to different customers in Sharjah, Dubai and northern UAE. * Maintaining customer records manually and updating relevant information on computers. |