

MUHAMMAD MUSAMMIL

BUSINESS DEVELOPMENT ASSOCIATE

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(+971) 528874200

Dubai



CAREER OBJECTIVE

Experienced Business Development Associate with a strong marketing background, aiming to apply my expertise in driving business growth and forging strategic partnerships in a challenging role.

EXPERIENCE – 7 YEARS

BUSINESS DEVELOPMENT ASSOCIATE

INSTASHOP B2B - GROCART TRADING LLC

May 2022 – Present

Dubai, UAE

- Business Development:** Proven track record in identifying new business opportunities, generating leads, and expanding market presence to drive revenue growth.
- Sales Expertise:** Demonstrated ability to exceed sales targets through effective strategies, persuasive negotiations, and relationship-building.
- Marketing Skills:** Skilled in developing and implementing marketing strategies to enhance brand visibility, attract new clients, and support business objectives.
- Customer Relationship Management:** Adept at building and maintaining strong client relationships, addressing customer needs, and ensuring high levels of satisfaction.
- Implementation of Company Strategies:** Successfully implemented new company strategies by leveraging customer insights and feedback to drive growth and improve service offerings.
- Payment Follow-Up:** Experienced in managing the payment process, including follow-ups and resolving billing issues to ensure timely and accurate transactions.

BUSINESS DEVELOPMENT ASSOCIATE

NOWA GENERAL TRADING LLC

June 2019 – April 2022

Dubai, UAE

- New Customer Creation:** Successfully identified and acquired new customers through targeted marketing efforts.
- Customer Relationship Management:** Built and maintained strong relationships with clients, ensuring their needs were met and fostering long-term loyalty and satisfaction.
- Client Support:** Provided exceptional support to clients, addressing inquiries, resolving issues, and ensuring a positive customer experience.

PURCHASER

APEX GULF CONTRACTING LLC

July 2017 – May 2019

Dubai, UAE

- Handle the procurement of materials and equipment required for projects.

BUSINESS SKILLS

Training to retail shops on how to effectively use our website for placing orders.

Strategic Planning and Analysis.

Sales and Negotiation.

Communication and Presentation.

Networking and Relationship Management.

Customer Service and Support.

Leadership and Team Collaboration.

Strong organizational and time-management.

TECHNICAL SKILLS

Microsoft Excel: Essential for data analysis, financial modeling, and creating reports.

Slack: A tool for real-time messaging and team collaboration.

Customer Creation: Proficient in managing and setting up customer profiles on websites.

Microsoft Office Suite (Word, PowerPoint, Excel): Standard tools for document creation and presentation.

EDUCATION

MSc Physics

Calicut university, Kerala, India

July 2013

LANGUAGES KNOWN

English

Malayalam

Hindi

Arabic



PERSONAL DETAILS

MUHAMMAD MUSAMMIL

Gender: Male

Nationality - Indian

DOB: 24/11/1990

Marital Status - Married

Notice Period: 1 Month

Valid UAE LMV Driving License Holder