

FARIS S

 Faris S |  Dubai, UAE |  fariz.fz8668@gmail.com |  +971 586685225

SKILLS

CRM, Deal Structuring, Data Analytics, Product Knowledge, Sales Forecasting, Leaderships, Communication skills, Negotiation skills, Presentation skills, Creating reports, MS Excel, Tally software, Accounting

EDUCATION

Bachelor of Commerce - Finance

July 2008 - Mar 2011

University of Calicut

Calicut, India

Commerce with Computer Application

July 2006 - Mar 2008

Higer Secondary

Calicut, India

WORK EXPERIENCE

Sales Associate

Feb 2019 - Jan 2023

Apeiron Bioenergy LLC

Dubai, UAE

- Develop and implement a sales strategy that aligns with the company's goals and objectives. Build and maintain strong relationships with key clients and partners. Closed deals and sold more than 50,000 liters of used oil every 30 days.
- Negotiating and closing deals with clients, including pricing, contract terms, and service agreements. Evaluated costs against expected market price points and set structures to achieve profit targets.
- Implemented long-term strategies and expanded client base which resulted in a 60% increase in Client retention rates. Increased the number of monthly onboardings by 30%.

Branch-In-Charge

Mar 2017 - Jan 2019

La Pulp Cafe

Dubai, UAE

- Develop and implement marketing strategies to attract new customers and retain existing ones. Conduct market research and analyze trends to identify opportunities for growth and improvement.
- Collaborate with the cafe team to create a unique brand image and establish a strong online and offline presence. Develop and manage advertising campaigns, social media accounts, and website content. Work with local businesses and organizations to establish partnerships and promotions.
- Handling the legal paperwork and documentation of a company for all business approvals, employee and employer visa services, implementation of government mandates, and license renewal.

Accountant

Aug 2015 - Feb 2017

Shifa Al Jazeera Hospital

Sharjah, UAE

- Develop and manage the hospital's budget and financial forecasts. Perform financial analysis and reporting to support decision-making. Prepared Revenue billing AR, MIS Reports, and Salary sheets. Documented cash, credit, fixed assets, accrued expenses, and line of credit transactions.
- Ensure accurate and timely financial statements, including balance sheets, income statements, and cash flow statements. Manage accounts payable and accounts receivable processes.
- Handled the legal paperwork and documentation of a company for all business approvals, employee and employer visa services, implementation of government mandates, and license renewal.

Accountant

Aug 2013 - Feb 2015

Cactus Technical Division LCC

Dubai, UAE

- Develop and manage the company's budget and financial forecasts. Perform financial analysis and reporting to support decision-making for project bidding and execution.
- Ensure accurate and timely financial statements, including balance sheets, income statements, and cash flow statements. Manage accounts payable and accounts receivable processes for construction.