



SANJAM NAVIS

Business Development

PROFILE SUMMARY

Business development professional with 5+ years of experience in sales and operations. Proven track record of success in developing and executing sales strategies, managing sales teams, and driving revenue growth. Skilled in lead generation, prospecting, and closing deals. Experienced in customer relationship management (CRM) systems

EXPERIENCE

- **NMW Internet Technologies**, Dubai, UAE—Business development, February 2023 - Present
- **Justdial Limited**, Chennai, India —Senior Certified Internet Consultant
JAN 2021 - MAY 2022
- **NMW Internet Technologies**, Chennai, India —Business development executives, August 2016 - AUG 2021

EXPERIENCE

- Processed reservations accurately and efficiently
- Provided excellent customer service
- Developed and implemented tourism marketing strategies
- Managed tourism projects
- Liaised with government agencies and private sector partners
- Provided tourism information to visitors
- Assist in the delivery of all planned marketing campaigns.
- Create tracking links and maintain tracking master files per show.
- Assist in monitoring active marketing programs and developing ways to improve those campaigns.
- Act as a point of contact with all show exhibitors, including sending emails, marketing requests, product image requests, PR information, etc.
- Conduct follow-up calls.
- Ensure the marketing side of the exhibitor manual is updated and managed for the next edition.
- Onsite management of exhibitor requests
- Ensure all sponsorship marketing deliverables are actioned in a timely manner.
- Arranged visas and other ground services for tour operators and passengers
- Liaised with airport and hotel representatives to ensure that passengers had a seamless travel experience
- Provide reporting information as required by the show team.
- On-site support at shows involving ad-hoc work as required can involve extra hours.

Mob: +971543047890

E-mail: sanjamnavis@gmail.com

Address: Dubai , United Arab Emirates

KEY SKILLS

- Sales
- Marketing
- Customer relationship management (CRM)
- Lead generation
- Deal closing
- Marketing campaign development
- Market research

- Marketing Strategy
- Content Creation
- Social Media Marketing
- Email Marketing
- Event Management
- Project Management
- Microsoft Office Suite
- Google Suite

LANGUAGES

- English
- Tamil
- Malayalam

PASSPORT DETAILS

Passport No.: P0127863

Visa status: visit visa

Visa validity: 01/10/2023

- Perform any other duties that are commensurate with the grade and areas of responsibility.
- Developed and executed sales strategies to achieve targets and maximize revenue growth.
- Arranged visas and other ground services for tour operators and passengers
- Liaised with airport and hotel representatives to ensure that passengers had a seamless travel experience
- Identified and approached potential customers in the HoReCa industry, including distributors, quick-service restaurants, cafes, and hotels..
- Stayed up-to-date with market trends, competitors, and industry developments to effectively position Dofreeze as a preferred partner.

EDUCATION QUALIFICATION

- **Sathyabama University**, Chennai, India —MBA in Finance and Marketing, July 2014- JULY 2016.
- **Manonmaniam University**, Kanyakumari, India — BCom with Computer Applications, MAY 2011 - JULY 2014

ACHIEVEMENT

- Liaised successfully and worked in collaboration with all departments in the organization
- Implement Costing System

DECLARATION

I hereby declare that all the details listed above are true and correct to the best of my knowledge and belief. I assure you, if I am given a chance, I will execute my work to the fullest satisfaction of my superiors.

SANJAM NAVIS