

Resume from Md Abrar Mulla

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RESUME PROFILE

As a UAE Business Setup Advisor and Assistant Manager and with 5 years of experience, I am a driven and results-oriented professional with a proven track record of delivering high-quality performance in fast-paced and dynamic environments. My ability to motivate teams and provide effective leadership has resulted in the successful achievement of company goals and targets.

In summary, my combination of leadership, communication, and problem-solving skills, as well as my dedication to achieving results, make me an excellent candidate for a manager role in any organization.

RELEVANT SKILLS

Verbal Communication	Problem Solving	Sales	Planning
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PROFESSIONAL EXPERIENCE

A&A Associates LLC, UAE, Dubai

Senior Business Advisor 2021-Present

- Being a sales executive at A&A Associates LLC, I used to interact with leads from all over the world.
- I am very conscious about my product knowledge
- In depth knowledge about different freezone and mainland makes me very confident to provide solution on-call or at the first meeting with the prospect.
- I understand the requirements of my clients and suggest them the right jurisdiction for them to start their business.
- I close the deal and start the Execution
- Delivering the job on time is my top priority.
- I have contacts and complete knowledge about company formation in Dubai mainland and most of the Free zones in the UAE.
- I have an experience in getting work done from most of the government authorities in the UAE.

IndiaMART InterMesh Limited

Asst Manager-Client Acquisition 2018-2020

- To generate leads from the given database & identify decision makers within targeted leads and initiate the sales process.
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services.
- To set up and deliver sales presentations, product/service demonstrations on a daily basis.
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.

EDUCATION

MBA From Kles's IMSR College (Hubli, Karnataka, India)