



Damien Royston Oorloff

Business Development Manager

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Profile

Results-driven Business Development Manager with an MBA and a proven track record in driving revenue growth, developing strategic partnerships, and implementing effective sales strategies. Strong communication and negotiation skills, with a passion for building relationships and delivering business success.

Education

Master of Business Administration (MBA) | University of Bedfordshire (2023 - Present)

Advanced Diploma in Psychology & Counseling | National Institute of Business Management (2019 - 2021)

Diploma in Software Engineering | Java Institute (2017 - 2018)

GCE O-Level | Royal Institute International School (2016)

Professional Experience

Business Development Manager - Staffing | GTECH GLOBAL SERVICES, Dubai (Sep 2024 - Present)

- Conduct market research to identify business opportunities - Develop and implement strategic growth initiatives
- Build and maintain strong client relationships
- Lead sales and marketing efforts to drive revenue
- Train the sales team to enhance performance and productivity

Sales Trainer (Part-Time) | Emaar, Dubai (Sep 2024 - Present)

- Train and mentor sales teams to improve productivity and skills - Develop coaching strategies to enhance sales performance
- Conduct workshops and one-on-one training sessions
- Increase team productivity.
- Training team on practical sales skills

Head of Sales (Part-Time) | 5-Stars, Dubai (Jul 2024 - Present)

- Oversee sales strategies and drive revenue growth
- Build and maintain client relationships to enhance reputation management - Provide leadership and mentorship to the sales team

Business Development Manager / Recruiter | MSI - Management Solutions International, Dubai (Nov 2023 – Sep 2024)

- Conduct market research to identify business opportunities
- Develop and implement strategic growth initiatives
- Build and maintain strong client relationships
- Lead sales and marketing efforts to drive revenue
- Manage budgets and financial performance
- Oversee recruitment and talent acquisition processes

Business Development Executive | Byju's - MoreIdeas General Trading, Dubai (Jul 2022 - Nov 2023)

- Generated leads and maintained client outreach
- Assisted with proposals, contracts, and negotiations
- Built long-term client relationships and collaborated with marketing teams

Key Accounts & Tele-Sales Manager | Novelwall, Colombo (Jul 2020 - Jul 2022)

- Managed key accounts and led a tele-sales team
- Implemented sales strategies and trained sales representatives
- Tracked sales performance and prepared reports

Sr. Educational Counselor – EduGeek | Wise Education | SEI Campus (Jun 2017 – Jul 2020)

- Provided student counseling and sales support across multiple institutions
- Conducted outreach campaigns and represented universities in workshops
- Managed client relationships and handled inquiries

Key Skills

- Business Development & Sales Strategy
- Negotiation & Client Relationship Management
- CRM & Lead Generation
- Team Leadership & Decision Making
- Market Research & Strategic Planning

Languages

English | Sinhala | Hindi | Tamil

Achievements

- Top Performer of June 2023 - Byju's MIGT
- Employee of the Month (June & Sept 2021) - Novelwall
- Former Sports Captain & Prefect - Royal Institute International School

References

Available upon request.