



MUBARAK ALI

MOBILE: 33996275

Objective

Strong problem-solving, influence and negotiation skills guarantee successful business-to-business sales and positive long-term customer relationships. A team player with a winning attitude and a passion for sales looking to make a significant contribution to your company.

Contact

Email:muba84@gmail.com

Address: Flat 25, Gulf mart
Gudaibiyah, Bahrain

Skills

- ❖ Comprehensive mathematical knowledge with good Problem solving skills
- ❖ Effective written and Verbal communication skills
- ❖ Quick learning, used Variety of computer programs and application.
- ❖ Ability to handle and Count accurately various forms of currency
- ❖ Handled various Accounting transactions and reconciliation tasks
- ❖ Positive and Friendly attitude
- ❖ Profit Motive, team supervision, marketing initiatives

Personal Data:

Date of Birth: 11 Jul 1984

Gender : Male

Nationality : Indian

Religion : Islam

Marital Status : Married

Driving License: Yes

Experience

Business development Executive

SOFTTIQ SOFTWARE COMPANY, BAHRAIN | Nov 2019 - Till

- ✓ Drive efforts to meet monthly and annual sales goals on software sales and new margin sales for the years.
- ✓ Develop and conduct online webinars to demonstrate software Capabilities.
- ✓ Visit customer locations to provide presentations to technical staff and management.

Branch In Charge

MODERN EXCHANGE BSC, BAHRAIN | DEC 2017 TO OCT 2019 |

- ✓ Responsible for assigned sales targets (monthly, quarterly and annually)
- ✓ Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities

Assistant Supervisor

AL GHURAIR INTERNATIONAL EXCHANGE LLC, DUBAI, | MAY 2015 - JUN 2017 |

- ✓ Cross selling and up selling various investment products, maintained and documented work completed on a daily basis, presented the report to the management.
- ✓ Comply with all operational procedures, security and control Policies, Demonstrated ability to assist customer to sign up for store reward programs and to apply for store gift cards

Forex Cashier and Remittance Clerk

REDHA AL ANSARI EXCHANGE, DUBAI | JUL 2011 - OCT 2014 |

- ✓ Handled marketing of all finance products (money transfer, Foreign money exchange credit card payment,WPS payroll & lots of more)
- ✓ Cash handling and balancing with zero errors.

Languages Known

ENGLISH

TAMIL

HINDI

Technical Skills

MS OFFICE

ERP

SOFTWARE

TALLY

Areas of Interest

- ◆Business policy
- ◆Banking Practice
- ◆Sales And Marketing
- ◆Forex

Relationship officer

Kotak Mahindra Bank Ltd, Trichy, India | NOV 2009 - JAN 2011 |

- ✓ Assigned sales targets (monthly, quarterly and annually)Set goals for centers - month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sale
- ✓ Providing banking and financial advisory services to the customers by understanding their investment needs, risk appetite and other relevant factors

Sales Executive

UAE EXCHANGE FINANCIAL SERVICES, TRICHY, INDIA

| OCT2006 - OCT2009|

- ✓ Conducted different type of demonstration of product to enhance the client base, and taking feedback by endorsers and forwarding it to company
- ✓ Managed HNI (High Net-Worth Individuals more than 1 million Portfolio) with an effort to cross-sell of financial products to the same.

Education

Master of Business Administration

Alagappa University, Karaikudi | 2004 - 2007
India

Bachelor of Arts

Jamal Mohamed College, Trichy | 2001 - 2004
India

DIPLOMA IN AIRLINES & TRAVEL MANAGEMENT

Institute of Airlines and Travel Agencies, Chennai | 2007 - 2008
India