**Robert Saxina Photo**

**971 1111111 e-mail: feedback@uaehrzone.com**

**Objective:** To become an achiever in sales

**PROFESSIONAL SYNOPSIS**

* Acquired an experience of **3 years** in sales and Marketing
* A self starter with entrepreneurial management skills having around **3 years** of qualitative experience in sales, marketing and business development in the Indian and UAE markets.
* An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

**KEY STRENGTHS**

* Ability to envision creative sales strengths and programmers, then follow thoroughly on the details to ensure successful implementation
* Adapt at opening new accounts with challenging customers in fast paced environments
* Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles
* Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
* Ability to perform well on both independent contributor and team member

**AREAS OF EXPERTISE & EXPOSURE**

**Sales & Service Operations**

* Drive sales initiatives and for strategic market positioning and ensuring the increase in sales growth
* Ensure territorial growth/development for increasing sales volumes.
* Map & analyze business potential, identify new profitable product & product lines.
* Identify and explore new markets and tap profitable business opportunities for business development.

**Client Servicing /Relationship Management**

* Businesses prospecting of complete range of products.
* Designing and conducting pre-sales presentations to prospective clients.
* Devise strategies through effective customer centric services for retention of clients.
* Build a harmonious relationship with bulk consumers and corporate accounts.

**CAREER HIGHLIGHTS**

**Jan 2008 – till date**

**Organization : XYZ Bank**

**Department : Retail**

**Designation : Sales Officer.**

* Maintaining relationships with existing customers through regular visits
* Establish and maintain business relations and generate new business.
* Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.
* Verifying the documents and submitting with 100% success ratio
* Initiate and close deals.

*Notable Contributions*

* Achieved the targets in all months
* Achieved the sales in diversified products (**Car loans, personal loans and credit cards)**

**May 2005 – Dec 2007**

**Organization : XYZ LTD**

**Department : Sales and Marketing**

**Designation : Sales Officer**

**XYZ LTD**, established in the year 1935 is one of the leading pharmaceutical companies in India, with a turnover of Dhs 400M and exporting its product to more than 170 countries.

* Responsible for the business of 3 districts in the state.
* Converting sales through face to face sales negotiation with Medical practitioners, Hospitals and clinics.
* Recruitment of staffs for the team and successfully deploying them.
* Managing the key accounts and analyzing the sales through pharmacies.
* Reporting to the Regional Sales manager responsible for a product line of 25 Products
* Launched new products and product ranges.

*Notable Contributions*

* Achievement
* Achievement

**ACADEMIC CREDENTIALS**

Master of business administration **(MBA)** May 2006. Christ College, University of Calcutta

Bachelor of Arts May 2005. ISM College, Delhi

Diploma in computer application

**Seminars and Trainings**

* Attended National Seminar on Perspectives in English Language Teaching
* Attended Regional conference in China 2007 (company name)
* Attended National Seminar on Emerging Trends in Literary Theory and Research 2008
* Holding IRDA license

**PERSONAL DETAILS**

Driving License : Valid U.A.E.Driving license

Languages Known : English, Hindi

Date of Birth : 20-03-1984

Visa Status : Employment

References furnished up on request