



Aatif Farooque Ghole

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Doha, Qatar

Personal Data

Date of Birth : 15/06/1986

Gender : Male

Nationality : Indian

Marital Status : Married

Passport Detail

Passport no : B63469 90

Date of issue : 08 Nov 2023

Date of expiry : 07 Nov 2033

Visa Status: Employment
(Transferable)

Curriculum Vitae

MBA/MMS MARKETING WITH 14 YEARS EXPERIENCE IN SALES MARKETING & OPERATION

CAREER OBJECTIVE

To pursue my professional career in an organization with a performance oriented environment for achievement of corporate goals and personal advancement. Being ambitious and hardworking, I am looking forward to challenging my potential and be worthy of management's trust and confidence.

PROFESSIONAL SUMMARY

- Highly motivated and results-driven Assistant Business Development Manager with over 8 years' experience in finance, marketing, sales & Operation
- Strategic and innovative leader who thrives on challenge, given the opportunity to excel and deliver.
- Skilled in numerous computer software programs including Project, Word, Excel and Photoshop.
- Multilingual with excellent verbal and written skills in English, Hindi, Urdu, Marathi.
- Capable of working independently and handling complex assignments efficiently.

ATTRIBUTES & STRENGTH

- Excellent Analytical Skill, Self-Management, Target Oriented & Multitasked.
- Excellent Leadership Qualities, Team Spirit and Team builder.
- Innovative, Creative, self-motivated to quickly build professional relationship with people.
- Self-confident, quick learner and Positive thinker.

EDUCATIONAL QUALIFICATION

- **Master of Business Administration MBA (MMS)** – Marketing (Regular) from sterling College Mumbai affiliated to Mumbai University.
- **Bachelor of Arts (Regular)** from Pune College affiliated to Pune University.

Achievement:

- Achieved First class with 'A-Grade' in Indian institute of personality development (Parbhani).
- Achieved 'A- Grade' in NCC.(Fajandar High School)

TECHNICALS SKILLS

- Diploma In Information Technology: MS-Office: Excel, Word and PowerPoint,
- ERP-Tally 9, SAP.
- Systematic Money exchange solution, WPS Symex, WPS Pro, ATM software Mint.
- Proficient in using the internet navigation

WORK EXPERIENCE

Multinet Trust Exchange, Sharjah & Dubai, UAE 1 Nov. 2018 to- 30 Mar 2024

Job Title: Operation Manager:

Roles and Responsibility:

- Coaching to meet branch and individual sales goals.
- Maintain a highly motivated, well-trained staff along with maintaining effective employee relations.
- Be in compliance with Federal laws and regulations set forth by Central Bank.
- Advise Branch Manager of any department or branch office issues.
- Ensure that the opening and closing procedures, i.e. alarms, vault, night deposits, etc.) And end of day balancing of branch are being completed by branch head teller, branch staff, and assisting when necessary.
- Develop, implement and review operational policies and procedures.
- Bring out the best of branch's personnel by providing training, coaching, development and motivation

Multinet Trust Exchange, Sharjah & Dubai, UAE 1 Nov. 2016 - Oct. 2018

Job Title: Assistant Sales Business Development Manager

Roles and Responsibility:

- Plan, organize, and implement market survey to obtain data that provides insight to market trends and consumer requirements.
- Interpret data obtained from market research/survey to produce results useful in taking effective business decisions.
- Carry out demographic surveys to identify potential customers.

- Contact potential customers through emails, calls, and home visits to create product/service awareness.
- Employ knowledge of company goals in carrying out marketing operations
- Establish good working relationships and rapport with clients to ensure continued patronage and minimal consumer attrition.
- Support marketing managers in the development of pricing strategies to set suitable prices for products.
- Oversee the activities of marketing teams to ensure assigned tasks and set goals are achieved.
- Conduct surveys to determine possible reception of a new product by a target market.
- Prepare and present regular reports to management on the results and activities of marketing teams.
- Oversee the design and publication of promotional materials such as ad posts and flyers.
- Attend seminars and conferences to improve on existing job knowledge.
- Monitor the performance of products in the market to modify marketing strategies where necessary.

GCC EXCHANGE, Deira, Dubai, UAE 19 Nov. 2014 -Oct 2016

Job Title: Sales Business Development Officer

Roles and Responsibility:

- Visiting office and shop premises to market the company's product.
- Giving Product presentation on company services which include home remittance, wholesale bank notes, demand drafts, instant money products and ancillary services
- Customers follow up via telephone, email or direct visit.
- Designing attractive pamphlets for the company's marketing department
- Market analysis and report submission to Top Level Management. .
- Confirming WPS deals struck with new customers.
- Sending promotional and festive wishes on new marketing tools.
- Maintain good relationship with the customer.
- Giving motivational lecture to the marketing and front office team.
- Update market lead the business development Manager on a daily basis.
- Supporting the customer service personnel during peak hours.
- Distributing Gifts to the customer.
- Tapping potential market resources and customers.
- Opening NRE or NRO Banks Account for the customer.

Net Flex India Pvt. Ltd, Mumbai, India

June. 2010 -July 2012

Job Title : Marketing Executive

Roles and Responsibility:

- Maintaining the stock Record.
- Attending the daily morning meeting.
- Making daily report and sending to the team leader.
- Visiting to customer in various places.
- Conducting seminars in schools and colleges.

HOBBIES / INTEREST

Reading Books, Travelling, Fitness, Listening music and Surfing the net

PERSONAL DETAILS

Date of Birth	: 15th June 1986
Father‘ Name	: Farooque Abdul Samad
Languages Known	: English, Hindi, Urdu, Marathi, ○ Arabic: Reading and writing.
Place of Birth	: Mahad, Raigad, Mumbai, India.
Sex	: Male
Marital Status	: Married
Religion	: Muslim
Nationality	: Indian

Reference: Can be provided on request

DECLARATION

I hereby declare that the information given above is correct to the best of my knowledge and belief.

Place: Dubai
Date:

Yours Sincerely,
Atif Ghole