



ABIRA DEB

D.O.B:

22/03/1989

CONTACT:

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SOFTWARES:



MS Word



MS Excel



MS Power Point



SPSS



Sales force

LANGUAGE:

- English
- Hindi
- Bengali

ABIRA DEB

OBJECTIVE:

A Post Graduate in Industrial Psychology applying for the role of Business Development. Enthusiastic and hard working with good skills in communication, computer, counseling and Transitional Analysis.

PROFILE:

Progressively engage my knowledge through multiple medium, while using my diverse skill set and knowledge to provide a superior product and service that will assist the clients.

INTERNATIONAL QUALITY & PRODUCTIVITY CENTER (IQPC) (2019-2020)

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Calling C-level executives and decision makers to provide a brief summary about the project (training).
- Follow up with the clients to ensure better Customer Relationship.
- Solving the queries of clients.
- Market Mapping.
- Marketing.
- Using social media platforms like LinkedIn, emails for brand awareness.

AZUGA TELEMATICS (2018-2019)

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Fixing meeting with the Client & the Fleet Solution Experts
- Follow up with the clients to ensure better Customer Relationship & Referrals.
- Solving the queries of clients.
- Maintaining Salesforce.

PROJECTS

(Trainings & Conferences)

- IFRS.
- Anti Money Laundering.
- BASEL 4.
- Marshal's Personality programs.
- World Islamic Retail Banking Conference.
- Drones Conference.
- Artificial Intelligence & Digital Transformation.
- CMO – Conference.
- CFO Summit.
- Future of Procurement.
- Crisis Management & Business Continuity.
- VAT Program.
- Design Thinking
- CIO Summit

SKILLS:

- Success and Result driven.
- Research and Analytical Skills.
- Punctual and well presented.
- Able to work individually or in a team.
- Enjoy a competitive environment.
- High energy levels.
- Problem solving ability & Creativity
- Team player.
- Ability to work under pressure.
- Spin Selling.
- Value based selling.
- Excellent communication skills.

FLEMING.(2015-2018)

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Calling C-level executives and decision makers to provide a brief summary about the project (training).
- Collecting the requirements of clients for in-house trainings.
- Follow up with the clients to ensure better Customer Relationship.
- Solving the queries of clients.
- Maintaining the Daily Performance Report of the team.

EDUCATION:

- M.Sc. Industrial Psychology.
- B.A. (Journalism, English & Psychology).

ACHIEVEMENTS:

- Design Thinking conference – Revenue USD 72,000 (Dec – 2019)
- Future of procurement – Revenue USD 85,000 (Feb – 2020)
- Top seller Q4 (Dec – 2018)
- Top seller of the month (Nov – 2017)
- Organized NEBOSH course in Angola – Revenue USD 60,000
- Designed and developed 'Digital Healthcare India 2018' – Revenues USD 50,000 (delegates) & USD 70,000 (sponsorship)
- Part of CIPS Northern Emirates Branch UAE.
- Part of PEX network

REFERENCES:

Rahul Nair – Manager (ADIPEC)

+971 52 801 6171

Nikhil Nair – Sponsorship Manager (Khaleej Times)

+971 56 102 5396

DECLARATION

I hereby declare that the above-mentioned details are valid.

Name: Abira Deb.