

SYED ABU HANEEF

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Current Address : Asharej, Al-Ain , UAE



EXPERIENCE

Muneer Associates - Andreas STIHL Pvt Ltd

Hosapete, India

(Automotive & Power Equipment Distribution Partner)

Business Development Manager

Jul 2023 - Sep 2024

- Managed full-time operations for a new STIHL dealership, overseeing sales, marketing, and service management to drive business growth and efficiency, while completing an MBA in Marketing.
- Developed and implemented sales strategies for both private and government sectors, achieving a 70% increase in customer acquisition and retention.
- Enhanced market presence and brand visibility by 30% through targeted marketing campaigns, PR efforts, and retail initiatives.
- Led and trained a team of 5, ensuring operational excellence, customer satisfaction, and fostering long-term relationships with 60+ clients and stakeholders.
- Built the business from the ground up, achieving monthly sales exceeding ₹8-10 lakhs, significantly boosting profitability.

Nature Connect - Area83

Bengaluru, India

(Hospitality, Recreation and Leisure)

Marketing Executive Intern

Mar 2022 - May 2022

- Managed corporate bookings and client relationships for Area 83 Resort, ensuring seamless coordination of corporate outings and events.
- Provided administrative support including proposal preparation and vendor coordination to ensure smooth event execution.
- Developed and implemented marketing strategies, resulting in a 24% increase in corporate package bookings.
- Collaborated with the sales team to identify new business opportunities, contributing to a 19% revenue growth and improved client retention.
- Assisted in day-to-day resort operations, ensuring client satisfaction and smooth event execution.

SKILLS & INTERESTS

Technical Skills:

- Business Development | Customer Relationship & Service Excellence | Retail Management
- Market Analysis and Research | Financial Analysis & Forecasting | Event Planning and Coordination
- Strategic Planning | Team Leadership and Training | Brand Management

Soft Skills:

- Communication | Decision making | Time management | Leadership | Problem-Solving | Networking
- Strategic Thinking | Collaboration | Adaptability | Detail-oriented | Client-Centric Mindset

EDUCATION

Master of Business Administration

2024

Jain University – 2024 Graduate

Bengaluru, India

Bachelor of Business Administration

2022

REVA University – 2022 Graduate

Bengaluru, India

LANGUAGES

- English | Hindi | Urdu | Kannada | Telugu