



AHTESHAM KASHIF

BUSINESS DEVELOPMENT MANAGER | DUBAI, UNITED ARAB EMIRATES | +971561407259

PROFILE

Passionate mid-level sales professional with 8+ years of overall experience in B2B and 5 years in payments industry in UAE streamlining commercial payments across geographies.

DETAILS

Dibai, United Arab Emirates
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SKILLS

- Leadership Skills
- Team Management
- Data Analysis
- Microsoft Office suite
- Digital Payment Landscape
- Sales Management
- AI Fundamentals
- HNI/UHNI Clients
- Client Acquisition

LANGUAGES



HOBBIES

Trekking, Chess, Cosmology, AI

EMPLOYMENT HISTORY

Freelance Sales Acquisition Specialist – Foreign Exchange

May 2023 – Present

Acquired and managed corporate clients for foreign exchange services, including trade payments and ship crew salary disbursements.

Worked for Al fardan, Delma Exchange in freelance capacity on a revenue sharing model.

Established relationships with high-net-worth (HNW) and ultra-high-net-worth (UHNW) individuals, providing tailored FX solutions.

Built a strong client base across industries such as healthcare, manufacturing, trading, and shipping.

Developed and nurtured connections with C-level executives, facilitating high-value transactions.

Collaborated with major exchange houses to enhance service offerings and ensure competitive pricing for clients.

Provided strategic consultation to businesses on optimizing FX transactions and mitigating currency risks.

Negotiated and closed high-value deals, driving revenue growth and expanding market reach.

Manager - Corporate Business Development at Emirates India International Exchange , Dubai

April 2022 – March 2024

Increased revenue by 40% YOY during the fiscal year 2022/23 and 2023/24

Provided streamlined payment process to mid-large corporate customers thus increasing revenue and repeat business.

Facilitated commercial payments for corporates both in international trade remittances and local B2B payments.

Handled and cross sold multiple products such as travel cards, WPS, salary payments.

Pipeline Management ensuring no shortage of new customers as well as following up with existing key accounts.

Team Management with a focus on scaling sales and foster a growth culture within the team.

HNI/UHNI Touchbase. C level executive clientbase

Big ticket size Sales upward of 1 million.

Assistant Manager - Business Development at Al Rostamani International Exchange , Dubai

February 2021 – March 2022

Networked corporate clients requiring strategic solutions on FX requirements.

Analyzed markets, competitive products & strategies to serve clients with efficient solutions.

Identified and approached key decision makers within the organization through cold calling, meeting, conferences etc.

Provided customized products & options to facilitate corporate clients to manage funds

Educated the clients on managing the risk of volatile market.

Provided product knowledge & awareness to serve corporate clients with better FX solutions.

Ensured professional services & high standards to all existing and new clients

Currency Consultant - Delma Exchange

February 2020- January 2021

- Cold Calling and qualifying leads according to pre set standards of Delma
- Used resources such as LinkedIn, business directories and 2gis for lead generation.
- Market analysis and competitor analysis .
- Consultative selling role .
- Managed a portfolio of 40 customers .
- Generated revenue of 40000 AED per month.
- Sales analysis and financial market knowledge.
- HNI/UHNI client acquisition

Manager - Demand Generation at OYO ROOMS , Mumbai

March 2016 – November 2019

Responsibility included selling of room inventories through corporate channel, travel agents and third party tie ups.

Corporate tie ups provide 70% of the business.

Meeting new corporate through cold calling, giving presentation and closing the deal.

Maintaining relationship with existing clients to extract more business and sustain the existing business.

Met with prospective customers and business owners in their homes, businesses and other settings.

Collected all premiums on or before effective date of coverage.

Closed an average of 25L (\$45000) revenue per month.

EDUCATION

MBA/PGDM in Business Management , ITM BUSINESS SCHOOL MUMBAI , Mumbai

June 2014 – June 2016

B.TECH, Institute of technical education and research , Bhubaneswar

August 2009 – May 2013