Client Relationship Manager II

ROBERT SMITH

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Objective

To work with professionally managed highly growth-oriented team with knowledge and learning attitude where can explore skills to the optimum & deliver the best in the progress of the organization.

Skills

Customer Relations.

Work Experience

Client Relationship Manager II

Dreamz Infra India LTd - January 2014 – 2019

- Maintain complete and accurate customer correspondence data.
- Guide and lead team members to deliver products/services that meet or exceed the customers requirements.
- Schedule and conduct status meetings with appropriate development resources and customers.
- Explain and provide all the legal documents related to the land and project to customer.
- Provide proper refund and compensation to customers on time.
- Develop and update client related reports.
- Managing client relationships to build a reputation for excellent service and generate repeat business.

Client Relationship Manager

ABC Corporation - 2009 – 2014

- Property Developer based in Dubai, UAE., participating and involvements with different types of individual investors, mainly bulk buyers, which required proposing a set of very specific strategies based on their needs to approach on each case.
- My responsibilities included providing complete assistance as each client would require, understanding her/his expectations, offering the best possible choice in the market, and maximizing the return of profit of each investment.
- (2006-2008) More than 2 years as an entrepreneur importing class 8.8 hex cap screws DIN931, and nuts from China to the Middle-East with relevant experience in (2008-2010) Research and analyzing both suppliers and end users markets.
- Identifying low cost suppliers, and developing a trustful business relationships within their international sales managers.
- Negotiations and purchasing.
- Coordinating with suppliers agents insuring customs and clearance.
- Selecting the best modes of transportation from suppliers to buyers..

Education

M.B.A. in Marketing and Human Resource - 2007(MASTER SCHOOL OF MANAGEMENT STUDIES - Meerut, Uttar Pradesh)

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