

Richard Julian George

Senior Manager Business Development

Sharjah - United Arab Emirates

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Languages

- Tamil
- Hindi
- Malayalam
- English

About

Proactive Business Development Manager with 15+ years of experience growing cooperate organizations. Harnesses strong lead generation and customer retention to smash targets. A track record of success improving sales and growing company customer base through effective management, strategic planning and team leadership. Having worked in different fields, stabilized my career to oversee the flow of business and build a successful business.

BRANDS WORKED WITH

- 69th Floor
- Beatus Group
- FXCM
- Insulation Dynamics WII
- Josh Realtors
- Lulu International
- Noble Auto Instruments
- Techcom

Experience

- Business Development Manager**
Lulu International |
Identified and closed new business opportunities through strategic networking, enhancing valuable client bases.
 - Drew on understanding of key markets to push development of business strategies.
 - Prepared monthly sales forecast reports detailing key metrics to examine areas of improvement.
- Senior Business Development Manager**
69th Floor |
Maintained client records in bespoke CRM systems, ensuring streamlined data processes for maximum efficiency.
 - Generated leads to bring in new client revenue and improve bottom-line profitability.
 - Coached team to build client relationships and exceed sales targets.
 - Managed budgets and inventory to minimize costs and maximize profits.
- Business HR Manager**
Insulation Dynamics WII |
Planned, organized and managed recruitment and selection processes, consistently meeting budget targets and recruitment goals.
 - Processed payroll for 300+ employees working with accounting team.
 - Oversaw recruitment process and onboarded 150+ new staff.
 - Advised line managers on correct disciplinary procedures for compliant issue resolution.
 - Reduced staff turnover through improved performance development
- Operations Manager**
Beatus Group |
Developed, recommended and implemented strategies to improve employee work quality and speed.
 - Minimized discrepancies by effectively training employees on best practices, policies and procedures.
 - Examined problem-solving strategies, highlighting development opportunities to improve organizational operations.
 - Cut company operating budgets through improved staffing, resourcing and inventory management.
 - Strategically scheduled and managed 80+ staff members, maintaining high-performing business operations.
- Operations Manager**
Noble Auto Instruments |
Monitored and reviewed operational performance, aiding improved business strategy to maximize productivity.
 - Provided expert supervision to department managers and 50+ staff members, delivering optimal productivity.

- Collected regular customer and employee feedback, interpreting findings to enable corrective action.
- Supported company growth by working constructively with sales team members, generating new business opportunities.

● Client Account Manager

Josh Realtors |

- Optimized sales volume by managing accounts and building rapport.
 - Qualified leads by assessing prospective client needs and profitability.
- Forex Trader



● FXCM |

- Used exceptional communication and relationship-building abilities to build client loyalty and increase investment volume.
- Developed and implemented strategic trading systems for Currency Trading

● Customer Service Manager

Techcom |

- Improved preventative maintenance procedures to achieve 100% system uptime.
- Conducted all maintenance, install and build operations to regulatory compliance standards.
- Talent management
- Payroll control
- Staff development
- Operations management
- Inventory demand planning
- Bid coordination
- Profit and loss management
- Supply chain management
- Process improvement strategies
- Marketing budget management
- Competitive and trend analysis
- Promotions
- Market research Certificate of Higher Education, Bachelor's of Commerce, St. Joseph's