

ZEESHAN SHAIKH

Innovative, Quick Learner & Goal Oriented team Player

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D.O.B - 10 June 1992

India / Currently in UAE



EXPERIENCE

Senior Sales Executives | Relationship Manager

Pine labs Pvt. Ltd.

02/2019 - 01/2021 | Mumbai, India

Pine labs is a leading provider of retail POS (Point of Sale) solutions that simplify payment acceptance, while creating business opportunities for Issuers, merchants and brands to connect with consumers.

Key Roles / Profile:

- Promote and present to merchants, retailers and other entities in Mumbai, Pine Labs products to acquire new business from Merchant
- Maintain merchants relationships to ensure continual growth and sales targets.
- Leverage prospect and contact new merchants and partners by presenting the appropriate Payment solutions for the business.
- Create, develop and implement a business plan to grow the business.
- Provide customer data to the merchants to show that Select points is adding value to their business.
- Collection of Outstanding amount due for payment and analyzing merchant payment behavior.
- Makes Merchant to come on ACH (Automated Clearing House) for easy payments

Senior Executive | Corporate

Aditya Birla Idea Payments Bank Ltd.

05/2017 - 11/2018 | Mumbai, India

Sales and business responsibility for Microsoft's Enterprise Services portfolio in assigned patch of named customers in Large and/or Medium Enterprise Organization and different industry verticals.

Key Roles/Profile in ABIPBL

- RBI Reporting: Validating and approving the reports as per the RBI guidelines Maintaining Reports on daily/Monthly/Quarterly/Half Yearly/Yearly
- Business Process: Preparing the process which meets the business requirements. process gap identification/idealizing of new process leading to cost save, reduction in income leakage
- UAM Managing complete UAM (User Access Management) process as per the bank policy for Audit perspective
- Training to Sales Employee : Organised and give a training to sales team to understand the banking process which leads to business growth
- Handling a team which is responsible to make a process FAQ's in 'Go Perform App' for retailers and customers which help them to get the solution of their queries.

PROJECTS

Deep Drive activity on Idea money business and Customer Acquisition

04/2016 - 03/2017 | Mumbai

Project Customer Acquisition - Sales Performance report analysis which resulted in driving sales across PAN India. Increase & Growth in Business

- Detail study /analysis of M commerce business and customer acquisition
- Process analysis and implementation for smooth business operation

Process Analysis and UAM

08/2017 | Mumbai, India

Business Process gap Identification of new Process leading to cost save, reduction of income leakage

- UAM - Managing complete UAM user access management process as per the bank policy for Audit perspective
- Sales training - Organised and give sales training to sales team to understand banking process

MOST PROUD OF ...

Only member selected from

ABIPBL (Aditya Birla Idea

Payments Bank Ltd) to attend RBI seminar new system launch of new branches opening for banks

In every organisation, where I

have worked, I have tried for

100% portfolio penetration and appreciation from my seniors

EXPERIENCE

Sales Officer - Corporate

Idea Mobile Commerce Service Ltd.

📅 07/2014 - 04/2017 📍 Mumbai, India

Idea Money is the world's most successful money transfer service. It enables millions of people who have access to a mobile phone, but do not have or have only limited access to a bank account, to send and receive money, top-up airtime, make bill payments and much more.

- Member of a Team which was responsible for Mobile Commerce evolution in India since its inception
- A competent professional with over 3 years of experience in Business Development, Channel Distribution and Sales & Marketing with Telecommunication, Mobile Commerce and E Commerce industry
- Proficient at maintaining cordial relationship with customers, ensuring quality and service norms to achieve customer satisfaction and business retention
- An effective communicator with excellent analytical, problem solving & organizational abilities; possesses a flexible & detail oriented attitude
- Proven success in coaching, mentoring and motivating teams to achieve company goals

Executive | Operations

Xtemp Staffing Solutions Pvt Ltd.

📅 04/2012 - 06/2014 📍 Mumbai, India

HR Xecute staffing is a technology platform that addresses complete requirements when it comes to productively managing people or driving people productivity in the field force functions like sales, service, market research, product or service installation, project sites and others.

- Validating and Approving Customer Document with Physical CAF Approving Customer Application
- Handling Activation, Deactivation, & Verification of document
- Handling Internal Mail Related to Provisioning - Maintaining data for Audit perspective - Handling Service Provisioning.
- Data analysis on junk/improper data

EDUCATION

Master in Marketing Management

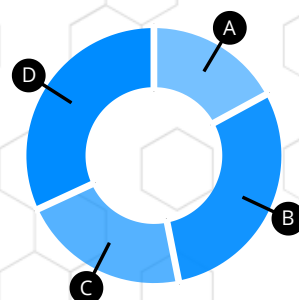
Mumbai University

📅 05/2018

📍 Chetna Ramprasad Khandelwal Institute of Management & Research Mumbai, India

- Active participant in event and focus oriented on activities assigned to me by Faculties
- Have participated in various activities / Events designed to raise awareness about social Issues among students and the society
- Participation in and support for campaigns organized such as: World Environment Day; World AIDS Day etc. Participated in the Road Safety
- Participation in and support for campaigns organized such as: World Environment Day; World AIDS Day etc. Participated in the Road Safety Awareness Week in collaboration with Mumbai Traffic Police and Fulora foundation. Students also ran campaigns against Drunk and Driving

MY TIME



- A Prospecting & Calling
- B Merchant Visit & Interaction
- C Solving merchant queries
- D Sending Proposals

VOLUNTEERING

Social Cause

Allah Ke Bande Foundation

📅 2020

Distributing food, clothing & medicines to needy during Covid'19 pandemic

EDUCATION

Bachelor in Commerce

Mumbai University

07/2009 - 06/2012

G R Patil College of Arts, Science & Commerce | Mumbai, India

- Consistent Student in Management Accounting
- Best Player In Cricket at Anual Function day, Head of College Events

LANGUAGES

English

Proficient



Hindi

Native



Marathi

Advanced

