

Curriculum Vitae

TAHIR FARAZ

E-mail: tahirfaraz1995@gmail.com

Phone: +971552675648

Location: Dubai, UAE



Objectives:

To work in a creative and challenging environment where I could develop my skills, constantly learn, and deliver solutions to the problems and grow there by integrating both personal and organization goals. To be a continuous learner throughout my career and utilize my learning, qualification, and interpersonal skills to meet objectives, and be loyal and honest to the organization I am associated with.

Work experience:

➤ **SMART WINGS MARKETING MANAGEMENT (1 APRIL 2020---TILL DATE)**

ROLE-SALES EXECUTIVE:

LOCATION: DUBAI (UAE)

- Contact potential clients and lead conversion for investment in an international stock and commodity market.
- Persuade the clients to buy stocks and commodity in an international market for CFD trading.
- Inform the client about the good investment opportunities in the market.
- Develop and execute strategic plan to achieve sales target and to expand company data base.

➤ **ACCUVER CALIBRATION AND TESTING (26 FEB 2020---30 MARCH 2020)**

ROLE-SALES ENGINEER:

LOCATION: DUBAI (UAE)

- Sales of engineering calibration and testing facility for machinery to different industries across UAE.
- Performing in door as well as outdoor sales.
- Contacting potential client and identifying their requirement then providing solution.
- Build and maintain strong, long lasting customer relationships to understand their business needs and objectives.

➤ **CAVINKARE PVT LTD (JULY 2018---FEB 2020)**

ROLE-BUSINESS DEVELOPMENT EXECUTIVE:

LOCATION: LUCKNOW (INDIA)

- Distribution handling.
- Direct sales with salon.
- Maintain business client relationship and client support on regular basis.
- Optimum utilization of resources and maximizing the profit.
- Presales activity: New lead Generation, appointment fixing, proposals
- Post sales activity: Contract framing, price quotations.

Education:**COURSE-**

Bachelor's in Electrical Engineering (2014 -2018)

Dr. APJ Abdul Kalam technical university, Lucknow, Uttar Pradesh

Computer proficiency:

Microsoft office – MS Word, MS Excel and MS Power-point, AutoCAD, MATLAB, ORANE, C++

Achievements:

Won 1st position in the intercollege electrical engineering academics' project.

Secured 3rd position in the technical quiz organized at state level.

Successfully completed 4-week internship at Uttar Pradesh power corporation limited 132kv.

Personal Strengths:

- Quick learner and Hardworking.
- Highly motivated to work in a team.
- Hard working to complete the assigned task.
- Sincerity and positive attitude.
- Quick at taking up leadership and responsibility.

Industrial Exposure:

Did summer internship at Amara batteries ltd.

Industrial visit to sleek smart TV assembling unit.

Industrial visit to switchgear manufacturing company.

Interests:

Sales and Marketing, customer support, clients handling and business development.

Personal profile:

Date of birth: 25/01/1995

Nationality: INDIAN

Known language: English, Hindi, and Urdu.