

# ABDUR RAHMAN FAROOQI JAVED

## PERSONAL PROFILE

A highly motivated person looking to develop and hone my skills and grow personally and professionally. I am confident in my ability to ideate and execute unforgettable sales and marketing campaigns.

## CONTACT



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abdurrahmanfarooqi

## EDUCATION

Vijaya College, Bangalore  
(BBM) Bachelor of Business  
Management, 2018

## CERTIFICATIONS

- Digital Marketing (Digiperform)
- Digital Marketing Fundamentals (Udemy)
- Certified Associate of Project Management (CAPM)

## SKILLS

- Exceptional communication and networking skills
- Sales and marketing
- Customer services
- E-Mail marketing, Social media marketing, SEO, Google Ads, Google Analytics
- Graphic designing

## WORK EXPERIENCE

### Pixie Dust, Marketing Head

AUG 2019 - APR 2021

- Handling social media accounts like LinkedIn, Instagram YouTube and Facebook
- SEO, SEM, running Ads, post designing and editing
- Conceptualised and executed events in India
- Managed clients throughout the life-cycle of an event/requirement
- Managed client escalations and negotiation
- Managed cross-functional teams and workload

### Tech Hive Media Group, Business Development Analyst

MAR 2017 - MAR 2019

- Targeting clients through email marketing
- Identify new business opportunities across all potential clients
- Preparing a report on media consumption and marketing investment
- Preparing a database on potential clients

### Concentrix, Practitioner - CRM operations

SEPT 2016 - FEB 2017

- Ensure customer queries are resolved as per process guidelines
- Handle 90+ calls daily with duties including providing relevant product information, customer support and cancelling services
- Using CRM tool to track leads
- Lead generation