



## **Faizan Mahmood**

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📍 **Dubai-UAE**

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### **CAREER OBJECTIVE**

To progressively expose myself towards discipline, ameliorate to pursue a challenging career in a leading organization and to endeavor towards achieving vision of the organization.

### **SUMMARY**

Seasoned Manager with robust background in planning and marketing. A proven track record in sales management and customer relationship enhancement. Excelled at Greenwatt General Trading by boosting customer retention by 30%. Skilled in negotiation and team leadership, adept at complex problem-solving and workforce management ensuring operational excellence and team synergy.

### **SKILLS**

- |                                    |                         |
|------------------------------------|-------------------------|
| ○ Planning and Marketing           | Customer Retention      |
| ○ Coordinating with Marketing team | Negotiation             |
| ○ Sales Management                 | Conflict Resolution     |
| ○ Customer Relationship            | Complex Problem Solving |
| ○ Clients Management               | Time Management         |
| ○ Social Media Marketing           | Field Collection        |

### **COMPUTER PROFECIENCY**

M.S. Office, Microsoft Outlook, Microsoft Team, Tally, Navigating the Internet. etc.

### **PROFESSIONAL EXPERIENCE**

#### **GREENWATT GENERAL TRADING**

Oct 2023 to till Date

**Designation: - Senior Sales Consultant**

#### **Job Role-**

Developing and Executing the Sales Plan.

Motivating the Sales Team.

Setting Sales Targets.

Managing the Sales Pipeline.

Reporting on Sales Activity.

Managing the Sales Budget.





### **3GMET INFORMATION TECHNOLOGY SERVICES**

Oct 2016 to March 2023

**Designation: - Senior Sales Consultant**

**Job Role-**

Developing required Sales Plan.  
Training Sales Team for Quality Result.  
Motivating the Sales Team.  
Setting Sales Targets.  
Reporting on Sales Activity.  
Managing the Sales Budget.

### **ADVANCE CREATIONS INFORMATION TECHNOLOGY SERVICES**

Nov 2013 to August 2016

**Designation: - Senior Consultant**

### **INFOBAHN CONSULTANCY**

May 2011 to August 2013

**Designation: - Sales Executive**

### **ACADEMIC CREDENTIALS**

- **10<sup>th</sup> & 12<sup>th</sup> from R.K. Inter College, Chopan, Sonebhadra, Uttar Pradesh.**
- **Bachelor of Arts from University of Jaunpur.**

### **PERSONAL DETAILS**

Date of Birth	:	14 <sup>th</sup> Aug 1988
Marital Status	:	Married
Nationality	:	Indian
Languages Known	:	English, Hindi & Urdu
Driving License	:	Valid UAE Driving License
Vehicle	:	Own

### **DECLARATION**

I hereby declare that the information given above is true and correct to the best of my knowledge and belief.

**(Faizan Mahmood)**

