

AREEF BAGAWAN

SALES OFFICER

+971528176986, +918431473544



areefbagawan07@gmail.com



Jumera-2 ,Dubai



SUMMARY

Highly motivated and Passionate about promoting lasting customer satisfaction by delivering quality service and unparalleled support. Customer service representatives bring top-notch skills in oral and written communication, active listening, and analytical problem-solving. Enhances customer experiences by employing service-oriented behaviors, understanding customer desires, and providing customized solutions to build loyalty. Proficient in managing calendars, organizing meetings and events. Possess exceptional communication and interpersonal skills with a proven ability to work independently and as part of a team.

EDUCATION

Karnataka university Dharwad

Master of Business Administration(MBA)
2021 – 2023

Ranichannamma University Belagavi

Bachelors of Computer application(BCA)
2016 – 2019

SKILLS

- Strong organizational and time-management skills
- Market Research and Data-driven decision-making
- Exceptional communication and interpersonal skills
- Good in prompt engineering
- Marketing Strategy Development
- Detail-oriented and able to handle multiple tasks simultaneously
- Marketing Strategy Development and Market Segmentation
- Ability to analyze market trends, develop business strategies.

CERTIFICATIONS

- The complete Sales Skills Master Class-Sales Marketing B2B in UdeMy.
- The fundamentals of digital marketing In Google Digital Unlocked.
- Sales Management by great learning
- Sales Funnel by great learning

PROFESSIONAL EXPERIENCE

Sales Officer

Fintrek Marketing

Channel partner of Emirates NBD | May 2024 Working

- Promoted and sold Emirates NBD credit cards and personal loans to potential customers, achieving sales targets consistently.
- Sales Strategy Development: "Developed and implemented sales strategies to promote credit card and personal loan products.
- Conducted thorough needs analysis and financial assessments to recommend suitable credit products to clients.
- Lead Management: "Managed a pipeline of leads, conducted follow-ups, and converted prospects into customers."
- Managed a portfolio of clients, maintaining strong relationships to ensure customer satisfaction and retention.
- Educated customers on the benefits, features, and terms of various credit products, ensuring transparency and understanding.
- Handled the entire application process, from initial contact to final approval, ensuring compliance with bank policies and procedures.
- Area mapping for finding potential customers.

Customer Relationship executive

Max Fashion | 2023 Internship

- Actively listened to customers, handled concerns quickly and escalated major issues to Store manager.
- Described product and service details to customers to provide information on benefits and advantages.
- Informed customers of upcoming promotions and deals to boost sales.
- Processed customer service orders promptly to increase customer satisfaction.
- Done planogram and Using marketing parameters increase the sales.

PASSPORT DETAILS

- **Passport No** : U2939583
- **Date of Expiry**: 25/10/2030

HOBBIES

READING BOOKS AND TRAVELLING

Reading books and traveling are two of the most enriching and rewarding experiences in life. Both activities allowed me to explore new world.

LANGUAGES

- English
- Hindi
- Kannada
- Urdu
- Marathi

PERSONAL DETAILS

- Name : Areef Bagawan
- Nationality : Indian
- Gender : Male
- Marital status : single

Sales Executive

Reliance retail | 2022 Internship

- Drive sales growth and Make Promotional activities
- Cross-sell and upsell additional products and services to existing customers.
- Develop and implement a sales plan to achieve individual and team sales goals.
- Sales data analysis: Regularly analyze sales data to identify trends, assess performance, and develop sales strategies.

ACCOMPLISHMENTS

- Nominated for the best student in the Marketing Stream.
- Presented a research paper at a National Conference held by GBS.
- Accomplished the outbound training program with an “A” grade.
- I participated in a one-day national conference on Current Trends In marketing.
- I was awarded as the ‘Active Performer of the Year’ at my UG college.
- I Participated and won prizes in athletics at my UG/PG college.
- Awarded as the Best Student ‘Award in Master English Training’ Belagavi.

PROJECTS

- Consumer views and responses towards sales promotion strategy at Reliance Smart Store (SIP)
- Exploring consumer buying decisions towards the Max Fashion(MCP)
- Consumer preference and perception towards OTT Entertainment platform in comparison to a normal television.