FIRDOUSI

11 Years of experience in Telecom/Life Insurance and Institutional Sales 

Email: firdousi.332954@2freemail.com

Dubai, United Arab Emirates.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Profile :**

Management and leadership an experienced dynamic highly motivated Sales and Business Development Manager with good listening and quick learning skills. Around 11 years proven track record in high pressure environments requiring independent decisions, conflict Resolution and critical attention to detail. Working experience in Telecom, Life Insurance and Educational training. Dealing and servicing with high profile clients in India

**Objectives:**

To take up a challenging job in a reputed concern like yours that recasts my intellectual and multifarious capability with efficient solution, proving satisfactory development for both the organization and myself with an enthusiasm for innovation, can be used to expand the business portability.

# Experience:

# 4 Infants – From April 2016 – November 2016

# Area Manager – Institutional Sales

#

# Setting Sales targets

1. Maximizing sales & Profitability
2. Identifying the new Schools to sign up with our soft skills Training
3. Dealing with the School Directors, Principals to improve the students towards their study skills and life skills
4. Getting orders for School Bags, Shoes & Socks
5. Maintaining & Increasing Standards of customer service
6. Driving team Performance

**Only Success Learning Technologies PVT Ltd., (Coimbatore) From July 2012–March 2016.**

**Territory Sales Manager – Institutional Sales**

* 1. Recruiting highly qualified Trainers &sales executives
	2. Identifying the new Schools to sign up with our soft skills Training
	3. Dealing with the School Directors, Principals to Improve the students towards their study skills and life skills
	4. Conducting public programs for students and Parents, School teachers.
	5. Well known defects of the competition to inform our prospects on how we do business better.
	6. Adaptable and self-motivated in a fast moving environment, excellent communication skills.
	7. Used of myself as a problem solver and solution provider rather than a salesperson.
	8. Dealt with customer service issues.
	9. Managed client relations to promote long-term relationships.
	10. Maintain the MIS.

**Accel IT Academy. (Pollachi). Dec 2010 – May 2012**

**Branch Manager ­ - Pollachi**

* 1. Recruiting IT Hardware Trainers.
	2. Planning and Goal setting towards their Career Growth.
	3. Monitoring and mentoring.
	4. Conducting course oriented workshops in Colleges.
	5. Effective Involvements in scheduling and training programs
	6. Responsible for handling grievances of students
	7. Maintain the MIS.

# Angel Broking Ltd., (Coimbatore) Aug 2007 to Nov 2010.

**Relationship Manager:**

1. Recruiting Assistant Relationship Manager.
2. Identifying the HNI Clients and converting them as Prospect.
3. Goal setting towards their need based Income and long term career.
4. Actively involved in monitoring and tracing them on the field support calls.
5. Customer acquisition.
6. Actively involved in the financial planning towards their customer needs.
7. Effectively involved in customer services post sale.
8. Maintain the MIS.

# Bharti Airtel Ltd., (Coimbatore) Jun 2005 to July 2007.

**Sales Officer (DST):**

1. Effectively involved in the Broad Band and Landline sales.
2. Handling the commercial and residential clients.
3. Actively involved in the cold calls
4. Customer acquisition.
5. Effectively involved in customer services post sale.
6. Responsible for handling the grievances of the customers.
7. Maintain the MIS.

**LANGUAGE SKILL:**

* English,Tamil & Malayalam

# Educational Qualifications & Certifications:

* Graduate in Business Management (Bharathiyar University – Coimbatore)
* MS office

# Personal Information:

* + Date of Birth : October 24th 1984
	+ Marital Status : Married
	+ Visa status : Visit Visa

**Declaration:**

I hereby declare that all the details given above given by me are true to the best of my knowledge and belief.

DATE: Yours truly,

PLACE: Dubai Firdousi