**FAIZAN**

D.O.B.: 14-May-1994

Nationality: Indian

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# PROFILE

I have completed my MBA in Marketing and HR (double major). I have more than 1 year of experience in Sales, Marketing and Customer Relationship Management.

# OBJECTIVE

# Looking forward to secure a career opportunity with an organization to gain knowledge and experience from challenging avenues and utilize the best of my competency, management and administrative skills for mutual growth and success.

# EDUCATION

**Amity Global Business School**, Amity University, Kolkata, India

**MBA** – Marketing and HR (double major), May 2016. CGPA – 7.69

**BBA** – Marketing and CRM, May 2014. CGPA -7.74

**Class X** – ICSE 80%

**Class XII** – ISC 72%

# LANGUAGES

**English –** Excellent reading, writing and speaking

**French –** Intermediate reading, writing and speaking

**Arabic –** Intermediate reading and speaking

# SPECIALIZED SKILLS

* Excellent interpersonal and communication skills
* Multi-tasking abilities with proficiency in organizing and managing different tasks
* Expert knowledge of handling administration and paperwork
* Excellent at competition analysis
* Excellent team management skills
* Proficient in stress, time and performance management
* Fast learner, engaging and self-motivated
* Creative sales & marketing skills to promote business
* Professional query resolution and problem solving skills
* Computer Skills - Microsoft Office suite and Microsoft Operating Systems

# PROFESSIONAL EXPERIENCE

1. **Marketing and Sales Manager**, Visionex Optics Pvt. Ltd. (Jan, 2017-present)

Ophthalmic lens manufacturing company.

**Responsibilities and Role details:**

* Designing strategic business plan to expand company’s customer base.
* Achieving growth and hitting sales targets by successfully managing the sales team.
* Implementing and administering performance management processes.
* Presenting revenue expenses reports and realistic forecasts to the management team.
* Identifying emerging markets and presenting graphs on market shifts and competition.

1. **Executive (Marketing & Sales),** Tata Teleservices Ltd. (Jun-Sep 2016)

Tata Teleservices Ltd. is a leading telecommunication company in India.

**Responsibilities and Role details:**

* Worked as company representative and increased the ROI through channel and retail development.
* Monitored competition by providing market intelligence report.
* Retained clients through detailed product communication and benefits.
* Gathered information for performance analysis and highlighted progress gaps.
* Focused on branding to build brand awareness while managing marketing campaigns.

# AWARDS AND INTERESTS

* Best Leadership Quality Achievement Award and Best Human & Traditional Values Prestigious Award.
* Hosting varied events and conducting seminars round the academic calendar.
* Honored as the Chair Person of the Debate Society and winner in various co-curricular activities.
* Active participation in Green [O]x event for environment safety measures & awareness.
* Reading books on different genres, making presentations on varied topics of business and economics, playing table tennis, blogging, poem and story writing.

**THANKS**

**FAIZAN**