Farhan shaikh

## Location : bazaar road bandra west Mumbai 400050

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# CAREER OBJECTIVE

To work as a core professional in a challenging environment and contribute towards the achievement of organizational goals and objectives

# ACADEMIC QUALIFICATION

|  |  |  |  |
| --- | --- | --- | --- |
| **10th** | **Maharashtra board** | **2009** | **40.15%** |
| **12th** | **Maharashtra board** | **2011** | **57%** |
| **Graduation** | **Mumbai university** | **2014** | **45%** |

**EXPERIENCE DETAILS**

1. One years 6 month working experience of ceasefire industries pvt ltd company in DIRECT SALES filled JOB. From [ JUNE 2022 to march 2023]

## KEY DELIVERABLES

* + **Follow the spanco stages**

## Suspecting client premises and make a customer profile sheet

* + **To Make customer prospect**

## Approach to customer

## Submit proposals to client

* + **Negotiation**

## Deal closuer

1. One year six months worked experience of icici prudential life insurance company filled work.as a agency manager From [November 2020 to march 2022]

## KEY DELIVERABLES

* + Call to customers and peach them for our new recent launch products.who already have policy holder in our company.
  + Full fill I contribution gap in the target.
  + Recruit right profile for financial advisor ship for agency.
  + Train them for bussness and product.
  + Increase our distribution ship channel partners.
  + Close advisors sales calls and convert into the bussness

1. six month worked experience of **OPIUM** sunglasess retail outlet at international airport terminal 2 From[August 2019 to march 2020]

## KEY DELIVERABLES

* + Maintain display and convert walk in customer
  + Increase conversion ratio
  + Maintain sales record
  + Inword stock
  + Try for add on sale

## send sales report weekly, monthly and yearly .

1. three years worked experience of celio brand as a senior sales executive From [April 2016 to August 2019]

## KEY DELIVERABLES

* + assist to customers for latest trend and peach to walk in customer and convert that customer
  + listen to customer need and assist them according that.
  + Try for add on sale .
  + global count and maintain display well and good
  + **send sales report weekly, monthly and yearly .**

# COMPUTER SKILLS

MS word,Excel, power point

# STRENGTH FACTOR

Good strength of working with team,strong ability to work creative & determination

# PERSONAL PROFILE

Father Name : Mohd Farooque Date of birth : 26/06/1993

Marital status : Unmarried

Gender : Male

Religion : Islam

Nationality : Indian

# DECLLERATION

I do here by declare that the statements made in this document are true to the best of my knowledge and belief.

## Date :

**Place :**

## FARHAN SHAIKH