

Ziyaf Mohammed Sadiri

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WORK EXPERIENCE

Crossroads Academy

Manager

Bangalore, India

January 2021-Present

- Generated ₹1.27 crore in revenue.
- Collaborated with senior management, including marketing lead to grow Youtube and LinkedIn accounts, implementing posting schedules for popular content, which increased followers to 100k+.
- Active participation in Product development and road mapping to try new ideas and methods and iterate, which cut expenses by 60%.
- Incorporated sales funnel according to the business model, which increased customer tracking and follow-up by 80%.
- Met top and mid-management of the companies like TCS, UST. Global and pitched them about the product, Converting potential customers to clients by emphasising them about product quality and services offered.
- Attended conferences, meetings, and industry events to find and develop new markets and improve sales.
- Researched organisations and individuals to find new opportunities and increased the value of current customers while attracting new ones.
- Foster a collaborative environment within the organisation.

Crossroads Academy

Business Development Executive

Kerala, India

January 2020-January 2021

- Orchestrated revenue generation of 1.5 lakhs in four days by Consistently achieving commission-based sales objectives.
- An average conversion rate of 73% in B2C inbound sales.
- Qualifying and closing inbound and outbound leads over the phone.
- Maintain fruitful relationships with clients and address their needs effectively.
- Actively worked with Chief Officers to identify and manage risks.
- Trained and developed a well-coordinated sales team to handle clients adaptively.

LEADERSHIP EXPERIENCE

Crossroads Academy

Manager

Bangalore, India

January 2021-Present

- Lead a huge convocation with TCS and UST. Global event during covid, following all protocols at a tight budget.
- Organized and conducted Cross24hackathon with a Software Eng. Team and was a part of the judgment panel.

EDUCATION

Calicut University,

BS in Computer Application,

Kerala, India

June 2017-March 2020

- Lead the tech fest for three years, where the whole city participated.
- Lead the entrepreneur club in college for North Indian and South. Indian college meetup.
- A member of GDG, GBG, and Kerala Product Hunt.

CBSE High School,

Computer Science,

Kerala, India

February 2015-March 2020

- Selected as the schoolhouse captain.
- Founded Mozilla club and was its official student counsellor.

SKILLS & INTERESTS

Skills: Microsoft Office, GSuit | Salesforce | HubSpot

Interests: Negotiation, Analytics, Career Consulting, Reading, Astrophotography