Jamal Faridi

Experienced Sales Professional with a strong background in client engagement, relationship building, and delivering tailored solutions to achieve business goals. Alongside, I am a Front-End Web Developer proficient in HTML, CSS, JavaScript, and modern UI/UX principles, creating responsive, high-quality websites optimized for performance and user experience.

Work Experience

Team Lead - Technifity
Sep 2024 - Present

Team Lead at Technifity, committed to driving team success through effective collaboration, strategic planning, and fostering a supportive workplace culture. I excel at coordinating tasks, mentoring team members, and ensuring smooth communication to achieve organizational goals. With a focus on problem-solving and efficiency, I actively contribute to streamlining processes and enhancing team productivity. Passionate about delivering measurable results, I align team efforts with the company's objectives while encouraging personal and professional growth within the team. My leadership approach emphasizes accountability, motivation, and a strong commitment to achieving excellence.

Business Sales Executive - Technifity
Aug 2023 - Present

As a Business Sales Executive in the stock market, I drive sales growth by delivering tailored investment strategies and actionable market insights. I proactively engage with clients, offering expert advisory services while building trust and fostering long-term relationships to ensure exceptional client satisfaction and retention. Collaborating closely with the sales team, I refine sales strategies, maintain detailed client records, and diligently follow up on high-potential leads to optimize performance. My role also involves staying ahead of market trends to provide clients with cutting-edge solutions and consistently exceed sales objectives.

Business Sales Executive - Bells Communication
Dec 2021 - May 2022

As a Business Sales Executive in the stock market, I played a key role in driving sales by offering tailored investment suggestions and sharing relevant market updates. I actively interacted with clients, addressing their concerns and providing valuable guidance to build trust and maintain positive relationships. By working closely with the sales team, I contributed to refining strategies, ensuring a more targeted approach to achieving sales goals. I also maintained organized client records and diligently followed up on leads to support consistent and efficient performance. Additionally, I stayed informed about market trends, which allowed me to better understand client needs and align them with suitable opportunities.

Educational Background

Bachelor of Computer Science
2023 - Present

Virtual University of Pakistan
- A strong grasp of computer networks, operating systems, and web development.

Intermediate in Commerce
2021 - 2022

Apex International Colleges
- Specialization in Principles, market dynamics, and statistical analysis..

Contact

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Porfolio

Personal Porfolio

Netflix Clone

Skills

Technical Skills

- Financial Analysis
- Tradinig Platforms
- Project Management
- Cross-functional Collaboration
- Programming Languages
- Web Development
- HTML, CSS and JavaScript

Tools/Sofware

- Vs code
- Ms office
- Inpage
- Github
- MT5

Languages

- English (Fluent)

Certification

- CPA - C++ Certified Assosiate Progammer Certification