

# SHAHZIN SHAREEF

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## SUMMARY

Dynamic and results-driven Sales Executive with an MBA in Finance and Marketing, bringing a strategic blend of financial expertise and market insight to drive sales performance. Proven track record of consistently exceeding sales targets, building strong client relationships, and identifying growth opportunities. Skilled in market analysis, negotiating deals, and presenting tailored solutions to meet client needs.

## WORK EXPERIENCE

- Sales Executive, Kriips technologies** November 2024- Present
- Reached out to potential customers and explained product benefits.
  - Built good relationships with clients to increase sales.
  - Identified new business opportunities through market research.
  - Negotiated deals and helped close sales.
  - Worked with the marketing team to improve sales strategies.
  - Assisted customers after sales to ensure satisfaction.

- Finance Intern, Kerala Electrical and Allied Engineering Company** Aug 2023 - Sept 2023
- Conducted a comprehensive study to analyze the effectiveness of cash management practices within organizations and their impact on financial health and operational efficiency.
  - Identified key strategies that improve cash flow management, including cash forecasting, liquidity control, and investment management to enhance organizational profitability.
  - Worked in collaboration with a team of 4, coordinating research efforts, data analysis, and report generation to deliver a comprehensive study.
  - Developed a set of recommendations for improving cash management, such as implementing automated cash forecasting systems and adopting lean inventory practices.

## EDUCATION

- Master of Business Administration** Dec 2022 - May 2024

- Pondicherry University
  - Specialization in Marketing and Finance
  - Thesis on “A study on Effectiveness of Cash Management”

- Bachelor of Business Administration** June 2019 - March 2022

JAMIA HAMDARD, Delhi University

## ADDITIONAL INFORMATION

- Soft Skills:** Strong organizational and Time Management Skills, Effective Communication and Interpersonal Abilities and Teamwork Expertise
- Technical Skills:** Project Management, Proficient in Microsoft 365 and Microsoft Word
- Certifications:** CERTIFICATE OF COMPLETION IN SQL Assessment  
FUNDAMENTALS OF DIGITAL MARKETING