**Mohsin Takey**

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Aiming for challenging assignments in **Corporate Sales Profile** with an organization of high repute

**PROFILE SUMMARY**

* Proficient in managing a robust pipeline of prospects with a higher closure rate in Mumbai Region
* Experience to Identify, evaluate and develop a strategy for new business opportunities
* Timely Market intelligence – Competition analysis, competition intelligence, market trends
* Due diligence, analysis, risk assessment and profitability of all acquisitions
* Practical and business focused approach to achieve organisation goals & coupled with interpersonal, communication, analytical & presentation skills

**CORE COMPETENCIES**

* Strong Business Analysis & Strategy Development
* Relationship management for future opportunities
* Effective Communicator – Quick understanding of clients; capable of making recommendations accordingly.
* Ability to handle stress and work around-the-clock as required
* Energetic, sensitive and stable.
* Multitasking: Skilled at working on simultaneous projects, without loss of details.

**RELATIVE ORGANISATIONAL EXPERIENCE**

1. 1st Sep 2020 to 10th Dec 2020 as "Manager-Sales” with White Hat Jr.

**Role as a Senior Business Development Executive- Sales.**

* To generate high quality leads by making cold calls and converting hot leads.
* Upgrading existing clients and lead generation through existing clients
* Build a strong relationship with the customer and close deals

1. 10thst Dec 2016 till 30th Sept 2019 as a Sr. Business development Executive with **Invest 360**

**Role as a Senior Business Development Executive- Sales**

* Researching for potential investor through social media, connecting with investor & traders.
* Making Cold calls and converting hot leads into potential investor
* Involved in conducting seminars for awareness of investing
* Multiple follow ups and making appointments, face to face meeting with my manger.
* Maintaining a funnel to track high end investors through bank managers, insurance agent and presenting them first about the product.

1. 20th August 2015 to 7th Dec 2016 as Customer Relations Advisor with **Tech Mahindra Business Services**

**Role as a as Customer Relations Advisor--**

1. Taking ownership of the problem.
2. Being able to convert complaints into opportunities.
3. Retention and Extension of contracts for customers who want to End their contracts.
4. Being very patient with handling customer issues.
5. Able to handle complaints and difficult situations by being very calm & diligent.

**EDUCATION**

**T.Y. B com cleared from Mumbai University in 2014**

**HSC from Lala Lajpatrai College of Commerce, Mumbai Maharashtra Board in 2005**

**SSC from St. Xavier’s High School fort, Mumbai, Maharashtra Board in 2003**

**IT SKILLS**

* Proficient in MS Office (Word, Excel & PowerPoint) and Internet Applications

**ACHIEVEMENTS**

* Awarded the best speaker in English Debate Competition in ST Xavier’s High School Fort
* Awarded the best Customer Relations Advisor of the month
* Awarded the Best Business developer with Invest 360

**PERSONAL DETAILS**

* **Date of Birth**: 14th October 1987
* **Address**: Room No# 21, BMC bldg. no#1, Saboo Siddique road,

Pin code: 400001, City: Mumbai, Maharashtra

* **Languages Known**: English, Hindi
* **Hobbies:** Reading, Listening to Music & Jogging