





ANWAR SHAIKH

A proactive, results-driven professional with a strong track record of exceeding revenue targets and building lasting client relationships. Excels in fast-paced, innovative environments, leading high-performing teams, seizing opportunities, and negotiating effectively to foster growth and success.

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 Mumbai, Maharashtra

PROFILE SUMMARY

- Experienced professional with a Bachelor's in Commerce and an MBA in Marketing, offering 9 years of diverse industry expertise. Known for exceeding targets, building client loyalty, and driving sales growth through strategic initiatives. Renowned for strong communication, leadership, and market analysis skills, with a proven ability to mentor teams and expand business.
- Visionary and diligent leader, skilled in overcoming challenges and building team cohesion. Excels in customer relations, communication, and leadership, with a strong track record of achieving notable success.

SKILLS & COMPETENCIES

- Market Intelligence
 - Strategic Business Ventures & Partnerships
 - Strategic Risk Assessment
 - Operational Enhancement
 - Empathic Acumen
 - Resilience
 - Tech-Savvy in MS Office Suite, HubSpot, CRM
- Influential Leadership
 - Strategic Sales Orchestration
 - Coaching, Mentoring & Team Building
 - Efficient Time Mastery
 - Client Acquisition & Loyalty Management
 - Performance Optimization
 - Quality Control, Regulatory Adherence & Post-Purchase Assistance

PROFESSIONAL EXPERIENCE

Assistant Manager

EdTerra Edventures Pvt. Ltd.
Mumbai, India

December 2023 - Present

- Exceeding global K-12 travel sales targets with innovative strategies, expanding market reach, and forging strong partnerships with top institutions to deliver tailored solutions that enhance educational growth and 21st-century skills.
- Analyzing market trends and competitor activities to refine sales strategies, driving teams to exceed targets, and optimizing revenue through strategic pricing and performance monitoring. Ensuring smooth program execution with cross-departmental coordination and targeted training.
- Ensuring legal compliance and accurate sales records, while leading comprehensive orientations and pre-trip preparations. Providing ongoing support for student safety and learning, partnering with educators, and managing logistics and evaluations for seamless experiences.
- Leading a team of **10 Sales Relationship Managers** and overseeing operations across the **Mumbai – Pune region**.

Senior Inside Sales Specialist

iSchool Connect Pvt. Ltd.
EnFuse Solutions Pvt. Ltd. (Third-Party Payroll)
Mumbai, India

April 2022 - November 2023

- Proactively engaging potential students through online inquiries, referrals, and outreach to attract study-abroad prospects. Offering personalized consultations to understand their goals, recommending suitable programs, and clearly communicating the consultancy's value. Guiding students through the sales process with professionalism and building strong relationships for ongoing support and satisfaction.
- Meeting or exceeding sales targets while tracking key metrics to boost efficiency. Staying updated on global education trends and competitor activities to drive innovation. Streamlining sales processes to enhance productivity and collaborating with internal teams, clients, and partners for project success.
- Maintaining precise CRM records of sales and student interactions while leading a team of **6 Sales Associates** at **EnFuse Solutions Pvt. Ltd.** Promoting effective communication and collaboration to enhance project outcomes and team cohesion.

Assistant Manager

Alliances Galore Pvt. Ltd.
Mumbai, India

September 2019 – March 2022

- Forge partnerships with retail brands, eateries, and merchants to deliver exclusive discounts for card and app users, consistently Exceeding sales targets and driving revenue growth. Develop tailored offers and promotions to boost engagement.
- Work with marketing teams to enhance alliance offers across digital channels, leveraging user feedback for improvements. Analyze sales data and customer behavior to identify trends and optimize strategies while ensuring regulatory compliance.
- Lead a team of **22 Sales Representatives**, support sales and alliance management, and drive innovation in partnership models and promotional tactics to stay competitive.

Sales Manager & Tour Manager

Arham Tours & Travels

Mumbai, India

November 2015 – July 2019

- Achieve sales targets for educational travel packages through group bookings from schools and institutions, using strategic approaches to attract new clients and boost loyalty. Build long-term relationships with institutions to drive repeat business and referrals, customizing packages to meet each group's educational needs.
- Organize and manage tailored educational trips, overseeing all logistics and ensuring exceptional service. Collaborate with educators to align trips with curriculum and enhance learning through hands-on experiences.
- Manage tour finances for cost-effective solutions, lead a team of **8 Sales Executives** and **10 Tour Managers**, and drive sales and customer satisfaction. Guide sales strategies, implement quality measures, ensure regulatory compliance, and optimize processes based on feedback for continuous improvement.

AWARDS & ACCOMPLISHMENTS

Milestone Achiever of the Month

iSchool Connect Pvt. Ltd.

For the Month of August 2023 with highest revenue of all time

Best Performer of the Month

Alliances Galore Pvt. Ltd.

For the Month of July 2020 to December 2020

Rainmaker of the Month

iSchool Connect Pvt. Ltd.

For the Month of Feb, March, April, July, August, September 2023

Best Team Leader

Alliances Galore Pvt. Ltd.

For the Year 2021 -2022

Most Valuable Player of the Month

EnFuse Solutions Pvt. Ltd.

For the Consecutive 7 Months (July 2022 to Jan 2023)

Highest Revenue Maker

Arham Tours & Travels

For the Month of Nov 2016, Dec 2017, April & May 2018

Best Converter of the Month

EnFuse Solutions Pvt. Ltd.

For August 2022 (53 conversions)

Best Tour Manager

Arham Tours & Travels

For Year 2017 - 18, 2018 - 19

EDUCATION

Masters of Business Administration

Mahatma Gandhi University of Meghalaya

Centre of Management & Technical Education

Specialization - **Marketing**

Percentage – **76.12%**

2012-2014

Bachelors of Commerce

University of Mumbai

M.M.K College of Commerce & Economics

Specialization – **Management**

Percentage – **92.43%**

2009 – 2012

H.S.C

Maharashtra State Board

M.M.K College of Commerce & Economics

Specialization - **Commerce**

Percentage – **81.17%**

2007-2009

S.S.C

Maharashtra State Board

St. Theresa's High School

Percentage – **76.76%**

1997 – 2007

LANGUAGES

- English
- Marathi
- Hindi
- Urdu

INTERESTS & HOBBIES

- Travel & Exploration
 - Playing Cricket & Driving
 - Creative & Content writing
 - Cooking
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