



SYED ABDUL SHAHID

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Professional Summary:

- Sales Professional, highly efficient, with more than 16 years of broad based experience in sales consulting including: Educational promotion, Student Counseling, Corporate sales advisory, business development processes and managing both financial and managements L& D process for Marketing and Sales.
- Sound expertise in Educational Advisory – Proficient in preparing strategies to demonstrate; promote Universities and its Degrees and Management Courses.

Core Competencies:

- Innovative, persuasive, energetic, confident and outgoing.
- Thorough knowledge of Educational Counselling with Degree programs in Various Management and Creative Media Platforms and closing working with Accreditation Boards.
- Effective networking expertise and excellent communication skills.

Objective Statement:

Desire to join a fast paced growing firm that offers a constructive workplace to develop new ideas, promote new Educational methods and interact with new Clients/Students in order to develop sustained business for the organization.

Professional Experience:

Great Learning -Great Lakes E-Learning Services Private Limited. - From Aug 2019 – Present- Sr. Manager- International Sales.

- Managing the Cyber Security division for Stanford University Program both International & Domestic process with a Team Size of 20 Learning Consultants.
- Conduct screening calls as a Program Director for Stanford University Cyber Security Program. Daily task to manage the Leads distribution, monitoring calls and giving timely feedback to the team.
- Responsible in preparing daily, Weekly and Monthly reports of the Team performance and KPI. Conduct Interviews for the Organization in Hiring Learning consultants for various projects (Cyber security Artificial Intelligence & Machine Learning and Data Science.

SAE Institute – DUBAI. From Sep 2017 – May 2019- Outreach Advisor-Corporate Sales.

- Managing all Corporate Actives for the University (Bachelor's & Short Courses) in Creative Media (Audio, Animation, Design, Film & Games)
- Interacting with both Existing and New Clients on the upcoming Calendar based Trainings and workshops.
- Working on PearsonX (EdX) Blended short Programs with Internationally recognized Universities and B-schools.
- Managing Total Corporate Sales Process on Content Customization for Clients and Working in Allocating Trainers for All programs and workshops.

- Involved in recruiting freelance trainers for need based requirements.
- Single point of Contact for Person X on Micro -Master programs specializing in Artificial Intelligence, Cyber security, Digital Marketing & Business Analytics for the UAE Region.
- Managing end to end activities for Corporate Training in the field of Creative Media and major Marketing Activities.

National Academy of Information Systems (NAIS) – DUBAI. From 2012 – Till 2017 August

Client Relations Officer – Sales and Marketing Division.

- Conducted market research for Management Training Programs and Promoting awareness through various Marketing platforms.
- Student consulting on daily basis for higher Educational purpose and advising students the benefits for each degree programs from Edexcel BTECH Pearson – UK Qualifications and enrolling them for the same (End to End Process)
- Evaluated market needs, discovered potential opportunities and identified new sales channels to meet / improve sales agenda of the firm.
- Effectively communicating with corporate clients on the benefits and future training needs.
- Represented the firm for presentations and meetings with market leaders and clients.
- Monitored customer satisfaction, addressed issues and provided solutions.
- Worked with the firm management to develop sales tactics and lead programs based on customer feedback and company vision.
- Maintained close working relationship with both existing and new customers regarding new and different products – Maintained customer interaction database.
- Monitored sales targets and motivated sales teams to achieve the firm's goals.
- Innovated new sales tools and marketing techniques to increase sales objectives of products.
- Have been successful in doubling the turnover of the organization through innovative methods of acquiring new clients and retaining the existing ones with better and measurable benefits.

Education & Qualifications:

MBA in International Business from Loyola College (LIBA) Chennai, India – March 2007.
BBA from University of Madras, Chennai, India –March 2003.

Other Personal Information:

Date of Birth / Age:	July 5 th , 1983, / 37 Years
Gender / Marital status:	Male / Married
Passport #	H4986573
Languages Spoken	English, Hindi, Tamil & Urdu.