



## Farhaan Ahmed Shaikh

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Date of Birth: 27 April 1991

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### Career Objective

Challenging opportunity in the field of Sales & Marketing where performance & making a difference is recognized.

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### Brief Summary

- Electronics engineer with over 4.5 years of experience in Sales, Marketing & Business Development.
- Self-driven, hard-working, team player with good communication and interpersonal skills.
- Working exposure in international and multicultural environments.
- Languages known include English, Arabic, Urdu & Hindi.
- Ability to build customer relationships via establishing trust, work and handle high pressure situations, propose content marketing strategies via social media, product in-depth technical knowledge, being a step ahead and staying organized.
- Experience in preparing quotations, submittals, proposals, listening sincerely, relating to prospects & overcoming objections.
- An effective communicator with strong leadership qualities, logical and analytical abilities.
- Software knowledge in C, C++, AutoCAD & MS Office.
- **Electronics & Communication Engineer from a Ranked University.**

### Work Experience

#### **Charterwings International, Sharjah** (Apr '16 – present)

Freightchannels is a product solution for freight forwarders that helps them overcome various challenges being faced by the industry. It is a one stop for the Airline Schedules, Tariff Rates, Contact Details, Ground Handling Charges, Aircraft Technical Specifications and more, covering every possibility to anywhere and everywhere out of UAE.

Being **Key Account Manager**, I am the main interface between customer and all relevant divisions. Have an integral role in new business pitches, effective on-boarding of new clients, hence development and achievement of sales target, focus on growing, maintaining and developing existing clients for long term, together with generating new business.

#### **ARABCAL Technical Solutions, Dubai** (Jan '14 – Mar '16)

Arabian Calibration is a single source repair and calibration laboratory as well as supply and rental hub for Electrical Testing Instruments. Having authorized distributorship for 12 brands in the region,

the instruments cater to Oil and Gas, Power, Marine, Aviation and Medical Industries.

My profile here was to be the primary point of contact for customers, generate new leads, achieve targets, manage portfolio of accounts, sell organization services and solutions, arrange client meetings, deliver sales presentations, review and approve proposals, quotations and technical solutions.

#### **AISHA'S Electronics, Karnataka (Oct '12 – Oct '13)**

A premier home-electronics store in Karwar, AISHA'S has a range of Consumer Electronics, Entertainment, Home & Office Appliances, Telecom of various leading brands such as Microsoft, Samsung, Sony, LG, Panasonic, Philips, IFB, Lenovo to name a few.

I have played a major role in marketing, sales & business development where my job was to meet the top notch company personnel & attend meetings of various promotional schemes. While my stay, I was also heading a small panel of sales executives, training them to deal with the customers as well as giving them the technical know-how of the products. Various promotional schemes and activities were also undertaken by me at KAIGA NPCIL (Nuclear Power Corporation of India Ltd.) & INS Kadamba (Indian Naval Base) for the betterment and increase in sales of the company.

#### **VERGER et Delporte, Sharjah (Feb '12 – Jul '12 Training Program)**

Collaboration with **Schnieder Electric** holding a very good reputation in the U.A.E for its highly qualified team providing excellence all over Gulf in the fields of Electro-Mechanical Contracting, Switchgear Manufacturing, Electrical Trading and Low Voltage Systems.

Involvement was in training for design, production & testing processes in the Switchgear department where insight was also provided on the daily activities of the company.

#### **SEACOR Offshore International, Dubai (Jun '10 – Sept '10 Internship Program)**

A multinational company with headquarters at Florida is a leading provider of marine support and transportation services primarily to the energy and chemical industries.

The stay was divided into Marketing, Accounts & Technical. I was permitted to travel along with the marketing executives for various meetings and presentations also getting to know the procedure they follow in knowing their potential customer first and then establishing ground points for by which the deal is most likely acquired.

I believe I have the potential and charisma needed to reach greater heights and if selected, assure you that I would be involved in a continuous improvement process, giving my best at every step.

### **Academic Background**

Degree	-	B.E (Hons.) Electronics & Communication Birla Institute of Technology & Sciences, Pilani, Dubai Campus Dubai, United Arab Emirates (2012)
Schooling	-	CBSE XII Our Own English High School, Boys Branch Sharjah, United Arab Emirates (2008)

### **Personal Details**

Date of Birth	:	27 April 1991
Nationality	:	Indian
Passport Number	:	H2330322
Visa Status	:	Employment (UAE)
Driving License	:	UAE & India
Marital Status	:	Single
Permanent Address	:	Kodibag, Karwar, Karnataka, India