

SALMAN BASHIR SHAIKH

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• Professional Summary

Friendly sales manager with nine years of experience in Real Estate Portal sales. Proven record of handling multi accounts. Well-versed in motivating team members, Planning, Hiring opening floodgates to exponential sales and revenue growth, and retaining customers.

An MBA Graduate around 9 years of experience in Online Space Selling , Team Management, Sales and Marketing, Customer Relationship Management, Client Servicing and Project management.

• Skills

Software proficiency CRM, Eden Sales Manager, and Microsoft Dynamics -Meeting quality standards for customer service -Quick thinking -Ability to anticipate customer needs and objections -Communicating with a diverse range of customers and businesses - Persuasiveness and creative thinking -Ability to use statistics and stories to show businesses why “my” product or service helps them

• Work Experience

❖ ZONAL Manager (NESTAWAY TECHNOLOGY PVT LTD)

2017- Rejoin_Continue

- Lead and supervised a team of 13 Members and increase team efficiency and productivity
- New Market Discovery and New Client On-boarding, Build Long-term relationships with new and existing customers.
- Developed a growth Strategy focused on both financial gain and customer satisfaction.
- Expanded territories through personalized business relationships, customized mentoring, and streamlined operations.
- Maintained and updated daily activity log of team, Settled clear team goals, oversaw day – to – day operations.
- Managed Demand and Supply for growth.
- Managing the P & L of the zone.
- Traveled to customer business locations to answer queries and resolve issues.

❖ Team Leader (4B NETWORK PVT LTD - Broker Network)

Mar'21-Dec'21

- Lead and supervised a team of 17 Members and increase team efficiency and productivity
- New Market Discovery and New developer On-boarding, Build Long-term relationships with new and existing builders and developers.
- Sourcing the market through channel partners and daily meetings with the channel partners with the team.
- Plan for the CP Meet from the developer and derive the cp meet with the highest footfall.
- Expanded territories through personalized business relationships, customized mentoring, and streamlined operations.
- Build a team and train them.
- Selling the packages to developers and executing them successfully.
- Traveled to customer business locations to answer queries and resolve issues.

❖ Assistant Team Leader (LOCON SOLUTIONS Pvt Ltd- Housing.com)

2013-2017

- Created an inspired team environment with an open communication culture.
- Listened to team member's feedback and resolved conflicts, Encouraged creativity and risk –talked.
- To explore the market by interacting with all the Big corporate of realty in Mumbai Region.
- Service current accounts and develop new accounts to meet sales targets through effective technical sales presentations and utilization of support service.
- Achieved several "Best Employee of the Month" awards, Trained junior sales staff.
- First day of the product's launch achieved Pan India's highest amount of revenue.
- Anticipated customer objection to successfully close 80 percent of initiated sales.
- Awarded as Highest number of sales for the period between Jan-March 2015.

● Education

□ PGDM (MBA) From Welingkar Education	2016
□ Bachelors of Science in computer science from University of Mumbai.	2013
□ Higher Secondary Certificate (H.S.C) From Maharashtra Board of Secondary Education(MSBSE)	2010
□ Senior Secondary Certificate (S.S.C) From MSBSE.	2008

● Personal Details

Father's Name : Mr. Bashir Shaikh

Language Proficiency: English, Hindi & Marathi

Marital Status: Married

D.O.B.: 18/10/1992

Nationality: Indian

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