




Junaid Rajmahmad Shaikh

MARKETING & SALES PROFESSIONAL

 +91 8055450755  Tarabai Park, Kolhapur. Maharashtra. 416003.  shaikh8junaid@gmail.com

ACADEMIC CREDENTIALS

Degree	Institution/University
MBA in Marketing	Sinhgad Institutes of Business Administration and Research University of Pune.
B.Sc in Botany	Vivekanand College, Kolhapur Shivaji University.
HSC	Vivekanand College, Kolhapur
SSC	St. Xavier's High School Kolhapur.

ORGANISATIONAL SCAN

PROFILE SUMMARY

A confident, driven and versatile professional with 9 plus years of experience. Comprehensive knowledge in Insurance, Education, Media, Timeshare & Finance industries. History of reorganizing, streamlining and strengthening operations to maximize performance, revenue gains and profitability. Adept at guaranteeing that vital measures are in place to ensure accuracy and completeness.

DATE OF BIRTH: 8th April 1988

KEY AREAS OF INTEREST

Steadfast in the areas of finance, sales, marketing, promotion, events, public relation and total quality management.

EXPERTISE INCLUDES

- Strategic leadership
- Facilitation & Management
- Analysis and Reporting
- Evaluating tasks and suggest improvements
- Communication & Interpersonal skills
- Strong attention to detail

LANGUISTIC ABILITIES

English, Hindi, Marathi

QuickSell, Mumbai

February 2022 April 2022

SALES TEAM LEAD

- Building team business alongside training the new recruits for sales and quality.
- Over achieving B2B monthly targets.

Camp K12, Gurugram

June 2021 till Jan 2022

BUSINESS DEVELOPMENT MANAGER

- Handling the inside sales for an HNI clientele based in Middle East.
- Achieving and outperforming weekly targets in a high-pressure performance driven competitive environment.

Bright Champs, Bangalore

October 2020- May 2021

BUSINESS DEVELOPMENT MANAGER

- Successfully handled inside sales for this prospering Ed-tech company with an international clientele base, stretching from USA, Asia & Middle East within the sales cycle.
- Diligently communicating and priming the lead through channels like email, Whatsapp, SMS & calls.

- Outperformed weekly targets in a high-pressure performance driven competitive environment.

ACCOMPLISHMENTS

2016 Won Mr. Mridangam Title in a National Level cultural fest 'Mridangam' occurred in Oct at Sanjay Ghodawat Institutes, Kolhapur.

2016 Represented Times group in AASMA cricket tournament and played a vital role in winning the championship for Times Group.

2015 Represented and led Sakal at various levels such as corporate meets, Seminars, Presentation and Sports events.

2015 Played an important role in Sakal Winning the AASMA Cricket Tournament.

2013 Represented and led as a Captain in Cricket, Football and Table Tennis for SIBAR (Sinhgad Institute of Business Administration and Research, Pune).

2013 Elected as best overall student – "Mr. Sinhgad". Also walked the ramp as show stopper for College Fashion Show.

2000- 2012 Headed teams of Cricket, Football, Table Tennis, Carrom, Snooker at different levels.

DECLARATION

I, hereby declare that all the above information is true to the best of my knowledge and belief.

Place:

Date:

Signature:

Black and White Fin Solutions, Kolhapur

From Oct 2019- Oct 2020

BRANCH MANAGER

- Triumphantly handled a team of 11 Relationship Managers.
- Assessed employee performance and developed improvement plans.

Yugendhar Impex, Kolhapur, Maharashtra

From May 2018- Oct 2019

MARKETING & SALES HEAD

- Handled sales and marketing of the company.
- Building up the sales team in South India.

Optimal Media Solutions, Times Group, Kolhapur, Maharashtra

From May 2016- April 2018

MANAGER

- Drove advertising sponsorships
- Successfully conducted market research and analysis to gauge the trends and to promote product, better.
- Developed comprehensive advertising plans that included Media Net, Times OOH, Miss India, Times Now, TOI website, Maharashtra Times, print, digital, mobile and niche media to accomplish business needs and goals.
- Effectively managed 4 districts sales Kolhapur, Sangli, Satara and Belgaum, while maintaining consistently high levels of sales performance and customer satisfaction.

Sakal Media Group, Kolhapur, Maharashtra

From June 2014- April 2016

SENIOR EXECUTIVE

- Planned, Designed and Executed Various Projects Such as URJA, STPL, LAKSHYA.
- Successfully conducted surveys and field reports of markets Mumbai, Kolhapur, Delhi & Bengaluru.
- Adept at forecasting, managing, marketing and analysing to ensure maximum profitability in line with organizational objectives.

Reliance Insurance, Kolhapur, Maharashtra

From Jan 2010- April 2012

INSURANCE ADVISOR

- Produced Weekly Sales report
- Extensive travel, lead generation & target achievement.