



Armaan Jaweed Ibrahim

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A dynamic professional with experience of managing end to end sales in the retail, safety and marketing industry.

Education

MBA- Batch of 2017

Ravenshaw University, Odisha

BBA- Batch of 2015

Ravenshaw University, Odisha

Higher Secondary, Batch of 2012

Christ College, Odisha

Matriculation, Batch of 2010:

New Stewart School,
Cuttack, Odisha

Skills

- End-to-end Sales
- Customer relationship management
- Lead Generation
- Cold Calling
- Technical presentations
- Commercial and legal negotiations

Languages

- Hindi
- English
- Urdu
- Oriya

Work Experience

Sales Manager - Digital Marketing

Edge link technologies Pvt Ltd. Feb'21 - Present

My key resource areas are:

- Own end-to-end sales of web and digital marketing services and solutions, including SEO, PPC, and Social Media to enterprises and SMEs.
- Make cold calls and send cold emails to generate leads.
- Create effective and persuasive commercial and technical proposals.
- Deliver technical presentations and answer technical queries.
- Lead commercial and legal negotiations.
- Develop and maintain strong client relationships with key accounts.
- Up-sell and cross-sell solutions to existing key accounts.

Customer Success - Mentor

Toppr Sept'20 – Feb'21

- Post-Sales customer relationship management.
- Managed a portfolio of a large number of students.
- Drove upsell and Cross sell to existing student base.
- Trained new team members and helped them get up-to-speed with Toppr and its counseling process.

Assistant Manager - Business Development

Ceasefire industries Pvt Ltd. Jun'17 – Sept'20

Managed end-to-end sales through diligent prospecting and consulting for industry-leading safety products:

- Over-achieved sales target on a month-on-month basis.
- Managed channel partners: Ensured revenue growth across dealerships and kept a strong control on cash-flow through timely collection.
- Owned End-to-end sales cycle: from prospecting to product demonstration to key decision-makers and commercial/legal negotiations.
- Analyzed and monitored the success of each region's performance on a weekly basis with the Regional Manager.
- Assisted in the development and coaching of inventory specialists.

Internship

American Tourister 2016-2017

Channel sales:

- Met the dealers on a weekly/monthly basis to take re-orders and drive upsell and cross-sell of American Tourister products.
- Was responsible for timely collection as well.

Extra-curricular Engagements

Head coordinator - Anti-Ambush Marketing

Indian Premier League (IPL)- 2014

I was responsible to make sure that any anti-ambush marketing activity doesn't take place within the audience. Headed a team of 32 individuals.

Event head- MBA Annual Festival, Ravenshaw University

Volunteer in BBA Annual Function, Ravenshaw University

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