

# Affan Naim

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## Profile

Expert business strategist with a sound understanding of organizational development and sales. Skilled communicator with 1 year of experience providing company with successful solutions to building organizational success. Persuasive negotiator who uses integrity and professionalism in presenting joint ventures, assessing acquisition opportunities and identifying new markets. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings and testing new market opportunities.

## Skills

- 1 year of experience in Ed-Tech  
Inside Sales/telesales experience in a B2C environment with excellent communication skills, enthusiastic go-getter and willing to meet targets.
- Having a keen interest and deep understanding of the Indian education sector.
- Have a knack for sales.
- Good verbal and written communication skills.
- Good interpersonal and presentation skills.
- Fluent in English & Hindi.
- Business Development.
- Corporate Sales.
- Direct Sales.
- Sales.
- Telecalling

## Education

### **B.Tech – Mechanical**

Aligarh Muslim University, Aligarh  
Apr 2021 - Apr 2024

### **Sayyed Hamid Senior Secondary School, AMU, Aligarh**

PCM  
Senior Secondary  
Apr 2018 - Aug 2020

### **Our Lady of Fatima, Aligarh**

High school  
Apr 2016 - Apr 2018

## Professional Experience

### **Vocal Code**

Business Development Executive  
April 2022 - March 2023

### **Neokinetic**

Lead Generation Executive  
March 2023 - currently working