

MOHAMED FARUQ ALI

#Windsor Prime Corner Apartment, Kodichikkanahalli main road, Bangalore-| (C) 7406022092|
fareedhrraja@gmail.com

Professional Summary

Easy going and congenial, with the strong sense of responsibility and good team spirit. Having a wide range of hobbies, including sketching, playing basketball. Very adaptable and good at learning

Skills

Self Motivated
Time Management

Collaborative and efficient
Ability to work under pressure

Experience

Sales

02/2022 – till present

Workahub – Hyderabad, Telangana

- Handle complete sales cycle (prospecting to closure).
- Understand SaaS-based products and efficiently explain the solution to customers over call or email.
- Provide online/remote demonstration of the product.
- Work on own leads and create a sales pipeline via outbound calling, email communications and social media.
- Enthusiastically conversed with customers about their employees scaling needs.
- Promoting and upselling offers to the customers by re-engaging with them.

Internship

06/2021 to 01/2022

S7 Works – Conley, Georgia

Education

Bachelor of Business Administration:

2020 – 23

Dayananda Sagar Institution Bengaluru

78%

Pre- University College:

2018 – 20

Science

Dayananda Sagar Institution Bengaluru

60.83%

High School:

2018

Mahatma Montessori Matriculation Higher Secondary School - Madurai

88%

Accomplishments

- Case study analysis on "Recovery of Cadbury reputation from Worm controversy".
- Case study analysis on "Yes bank crises, Amazon, Biocon India group, Training employees of IBM through e-Learning, Knowledge management initiatives at TCS".
- Business Plan report on "Workahub- Desktop Time Tracking Software".
- Awarded as the "Best performer of the Month" for 3 times.
- Secured 1st place twice and 2nd place once in "basketball" at district level.
- Secured 1st place four times in "basketball" at intraschool and interschool level.

Certifications

- Have completed certificate program in "NJ FLAP- Financial Literacy Awareness Program" from the NJ Groups.
- Have completed certificate program in "Soft Skills, Presentation Skills, Communication Skills and Interview Skills" from TATA Consultancy Services.
- Participated in "Casefolio" at PAN India level conducted by Gitarattan International Business School (giBS).
- Certificate in "Introduction to basic financial accounting".

Additional Information

- Have secured 1st place in "football and handball" at intraschool level.
- Volunteered at Clubs in Dayananda Sagar Institution.