

Aadil Habib Wani

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Haigam Sopore, 193202, Kashmir India

OBJECTIVE

Proactive and results-oriented Business Development Executive with experience in lead generation, client outreach, appointment scheduling, sales social media management and building strong business relationships. Seeking a Junior Business Development Specialist role to leverage my skills in market research, CRM management, and strategic planning to drive growth and contribute to the success of a dynamic organization.

PROFESSIONAL EXPERIENCE

01-12-2023 to 15-12-2024

Funel

Business Development Executive

- Successfully managed social media accounts for two different projects, overseeing LinkedIn, Twitter, Facebook, and Instagram platforms.
- Generated and qualified leads through various outreach methods, networking, and online research and Maintained and updated CRM tools.
- Initiated client contact, scheduled meetings, prepared proposals, and built relationships for long-term growth.
- Familiar with marketing, SEO analysis, social media platforms, and skilled in leveraging QA platforms like Reddit and Quora.

Carrier Transition

2021 - 2023

After dedicating two years to preparing for competitive exams, I have developed a strong foundation in critical thinking, time management, and problem-solving. These experiences have refined my focus and discipline, equipping me with transferable skills that I am eager to apply in a professional setting. opportunities.

Teleperformance, Mohali Punjab

Nov 2019- May 2020

Customer Support Specialist at Myntra

- Provided exceptional customer service and support to resolve inquiries, concerns, and issues promptly.
 - Demonstrated expertise in handling a diverse range of customer queries via multiple communication channels, including email, and live chat.
 - Maintained accurate records of customer interactions, feedback, and solutions.
 - Participated in ongoing training sessions to stay updated with product knowledge, industry trends, and best practices in customer service.
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EDUCATION & CERTIFICATIONS

Masters of Business Administration

7.6 cgpa

Maharaja Ranjit Singh Punjab Technical University
Bathinda Punjab India.

INTERNSHIP

Jammu & Kashmir Bank.

- Conducted comprehensive research and analysis of financial transactions, identifying patterns and anomalies to enhance fraud detection capabilities.
- Assisted in the implementation of risk assessment strategies, resulting in an improvement in the bank's ability to identify potentially suspicious activity.
- Prepared detailed documentation for third-party requests, aligning with legal and compliance standards.
- Assisted in the development of customer complaint resolution procedures, contributing to reduction in unresolved issues.