

CONTACT

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Bangalore.

LANGUAGES

ENGLISH

HINDI

KANNADA

URDU

TAMIL

SKILLS

COMMUNICATION

CREATIVITY

TEAM WORK

TIME MANAGEMENT

HOBBIES



SHAIK MOHAMMED ARMAN

EDUCATIONS

2014 - 2017

B.COM (Commerce 55 %)

Banglore pre-university College, Banglore, India

WORK EXPERIENCE

Jan 2023 - Feb 2024

Sales Executive

GM Infinite dwelling pvt.Ltd , Banglore
India,

Liaising between customers and the company for up-to- date status of service, pricing and new product release launches. Handling end to end sales. Selling various projects of the business & achievement of monthly sales targets allotted. Meeting the sales target every quarter through giving paid leads & data calling. Pitching the prospective property seeker's relevant property options. Assisting Site visits for the buyer along with team members. Post-visit provides all support to ensure smooth closure of the deal on paper as per the Team manager's guidance. Everyday follow-up, track all assigned leads. Managing good customer relationships & being a great team player. Establishing, maintaining and expanding your customer base Develop close contact with customers and leverage these contacts for referral business for the group. Collecting customer feedback and market research. Collecting market feedback and briefing management Monitoring of market competitor activities/ strategies

Nov 2019 - Nov 2022

Sales Executive

SPT Groups builder and Developers , Banglore

India,2QMQ+MJ5, Doddagattiganabbe, Whitefield, Bengaluru, Karnataka 562114

Responsible for providing inputs during new project conceptualization. Responsible for formulating pricing, discounts.. Understanding Client requirements and maintain Client relationship. Convincing the customer to visit the project with the family and cheque book for the spot booking. Convincing the channel partner to bring the more customer as well as other sourcing team. Build and promote strong long-lasting customer relationship by partnering with them and understanding their need Identify knowledge gaps within the team and develop plans for filling them Ensure that company quotas are met by holding daily check-ins with sales team set objectives and monitor progress Drive the maximization of revenue and inventory utilization while understanding the commonalities

Jan 2017 - Sep 2019

Customer care Executive

Lucrative Generation , Banglore
India,

Handle customer inquiries via email and chat, giving prompt answers to customer questions. To take ownership of and resolve customer enquiries and communications including those requiring referral to other services, agencies To ensure that the terms of the Data Protection Act are adhered to, confidentiality maintained at all times. Identify and escalate customer requests to managers when there's a complex issue. Collaborate with internal Team such as the product and payments team for faster resolutions. Provide knowledgeable help to customers and go the extra mile in providing the correct details to customer queries. Greet and address customers in a friendly and respectful way. Provide outstanding and exceptional customer service for the Google pay and As well for the Transaction issue, Manage large volume of customer calls in friendly and courteous manner. Maintain documentation of customer inquiries and responses for future reference.

PROJECTS

Global Techies Town

2022 22

The project offers Apartments with the perfect combination of contemporary architecture and features to provide a comfortable living. The Apartment is of the following configurations: 2BHK and 3BHK

DECLARATION

To secure a challenging position where I can effectively contribute my skills as Software Professional, possessing competent Technical Skills.

Your's faithfully,

