



SYED ARBAZ ALI

Carrier Objective

Highly motivated and results-oriented Junior Sales professional with experience in lead generation, customer relationship management, and exceeding sales targets. Possesses strong communication, presentation, and analytical skills, with a proven ability to build rapport and close deals. Eager to learn and contribute to a successful sales team.

Skills

- **Sales & Business Development:**
Lead Generation, Sales Strategies, Negotiation, Closing Deals, Customer Relationship
- **Marketing:**
Social Media Marketing, Content Marketing, Market Research & Analysis, Marketing Campaign Development & Execution
- **Communication & Presentation:**
Excellent written and verbal communication, Public Speaking, Interpersonal Skills
- **Analytical & Problem-Solving:**
Data Analysis, Market Research, Problem Identification & Resolution
- **Software:** MS Office Suite (Word, Excel, PowerPoint, Outlook), Tally

Professional Experience

Sales and Marketing Executive, Agilus Diagnostic, India (Feb 2020 - Sep 2023)

- Contributed to sales efforts by qualifying leads, identifying opportunities, and converting them into paying customers.
- Developed and implemented successful sales strategies to achieve and surpass monthly and annual sales targets.
- Built and maintained strong relationships with clients and key accounts, resulting in increased customer satisfaction and retention.
- Effectively presented products and services to potential customers, highlighting key features and benefits.
- Negotiated terms of sale and successfully closed deals, ensuring mutually beneficial outcomes.
- **Marketing Contributions:**
 - Assisted in developing and executing marketing campaigns across various channels, including social media and email marketing.
 - Analyzed marketing data to measure campaign effectiveness and identify areas for improvement.
 - Contributed to content creation for marketing materials.

HR cum Supervisor Executive, Universal Brass LTD, India (Jan 2019 - Jan 2020)

- Managed employee records, payroll, and benefits programs, ensuring accuracy and confidentiality.
- Supervised worker performance and provided constructive feedback to improve productivity and efficiency.
- Developed and implemented HR policies and procedures.
- Gained valuable experience in team management and performance evaluation.

Education

- **Bachelor of Journalism and Mass Communication:**
TMU University, Moradabad, India (2019)
- **Intermediate:** ICSE Board (2016)
- **Diploma in Computer Science** (2020)
- **Diploma in Tally** (2020)

CONTACT

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Marital Status: Single

Nationality : Indian

Passeport No : U9409851

Visa Status : Visit

Permanent Address:

Moradabad, Uttar Pradesh, India

Current Address :

Rolla, Sharjah, UAE

Languages:

- Hindi (Native),
- Urdu (Professional),
- English (Professional)

HOBBIES

- Cricket
- Music