

MOHD ZAID

Business Development Associate

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Experienced sales professional in IT EdTech seeking a challenging sales role. Proven ability in client relationship building, revenue growth, and surpassing sales targets. Deep understanding of market trends and persuasive communication skills. Eager to contribute to a forward-thinking organization. Ready to leverage experience and develop sales acumen in a dynamic, growth-oriented environment.

WORK EXPERIENCE

Business Development Associate Intellipaate Software Solutions Ltd

07/2023 - 2024Present Bangalore
Intellipaate is a **global online professional training provider**, offering industry-designed certification training programs in Data Science, Cloud Computing, and other top trending technologies.

Achievements/Tasks

- Called the leads provided in the CRM and understood their requirements of career up-skilling and pitched the right course as per their needs.
- Consistently achieved revenue targets in line with team/organizational objectives.
- Proactively identified cross-selling/up-selling opportunities with existing customers.
- Identified references through the existing customer base to increase the sales pipeline.
- Managed all pre-sales to post-sales support activities for the assigned leads.
- Followed up on leads and conduct research to identify potential prospects.

Marketing and Sales Intern Engineering and Environmental Solutions Pvt. Ltd.

06/2022 - 08/2022
As a Marketing and Sales Intern, I conducted comprehensive market research and skillfully utilized provided data sets to strategically identify and generate leads. This proactive approach significantly contributed to advancing business growth and expansion initiatives.

EDUCATION

MBA (MARKETING, FINANCE)

Aligarh Muslim University

07/2021 - 07/2023

B.Voc (PRODUCTION TECHNOLOGY)

Aligarh Muslim University

07/2018 - 07/2021

SKILLS

MS office

Communication skill

Problem solving skills

Negotiation Skills

Convincing skill

Teamwork

Resilience and Persistence

Persuasive Skills

PARTICIPATION & CERTIFICATES

Member of the University Cultural Education Centre.

Attended a Model United Nations conference and acted as a delegate from Qatar.

How to Write a Marketing Plan From LinkedIn

Aligning Sales and Marketing From LinkedIn

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Urdu

Full Professional Proficiency

INTERESTS

Travelling and Exploring