



# Nadim Anwari

Saket, South Delhi

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## Skills

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- Proficiency in consultative selling
- Communication Skills: Ability to articulate product/service features, benefits, and solutions clearly and persuasively.
- Problem solving: Offering innovative solutions and troubleshooting customer concerns effectively.
- Adaptability: Flexibility to navigate various customer personalities and situations, adjusting sales strategies.
- Resilience: Handling rejection and setbacks positively while maintaining motivation and focus on targets.
- Time Management: Prioritizing leads, managing follow-ups, and closing deals efficiently

## Experience

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- **TEESHOOOD** September 2021 - December 2023  
Sales and Communication Officer  
A) (Inside Sales) conducted B2C sales exclusively via phone, adeptly blending sales and customer service to drive purchases. Achieved sales targets by fostering relationships and delivering persuasive, informative interactions with customers.  
✓Cold calling  
  
B) (Customer Service) significantly contributed to improving customer satisfaction, resulting in a measurable 20% increase over this period. Over the course of my employment, I witnessed and actively participated in a 15% rise in customer retention, emphasizing my role in fostering lasting relationships.  
✓Consulting, building rapport, providing solution  
  
C) (B2B Sales) Leveraging extensive experience to transition into a pivotal role focused on nurturing and expanding business-to-business relationships. Instrumental in identifying opportunities, negotiating contracts, and fostering strategic partnerships to drive revenue growth  
✓presentation to senior business leaders
- **Kaarma entertainment** October 2020 - August 2021  
Public Relations and Sales (internship)  
Engaged in a multifaceted internship focusing on key skill development in public relations, cold calling, and sales within the events industry. Assisted in PR initiatives, honed cold calling techniques to engage potential clients, and contributed to sales efforts. Actively participated in event planning, learning the ropes of managing diverse tasks within a dynamic team environment while gaining hands-on experience in key facets of event management and client relations.

## Education

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- **University of Delhi** 2020 - 2021  
PG-Diploma in Corporate Communication  
First Class
- **Kirori Mal College, University of Delhi** 2017 - 2020  
Graduate degree in Political Science

## Languages

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- Business English
- Hindi