Faizur Rahman

Business Account Manager

Experiened professional with Background in Account Management/Operations for B2B SAAS domain. Aim's to add value while utilising my skills for the organisation.

7706946072



Delhi, India

WORK EXPERIENCE

Business Account Manager Nobroker Hood tehnologies

08/2023 - 07/2024

Delhi

Achievements/Tasks

- Responsible for identifying the upsell/cross sell opportunities within the existing set of clients.
- Responsible to achieve the up-sell targets from the existing clients.
- To build a rapport with all the clients for the timely clearance of Invoices.
- Align service executives to drive engagement from the accounts.
- Align Service executives to drive maximum output from the adoption drives.

Service Excutive Nobroker Hood technologies

01/2023 - 07/2023

Delhi

Achievements/Tasks

- Responsible for the overall app engagement of the dedicated cluster via multiple activities.
- Responsible for maintaining a good relationship with the all the clients.
- Responsible for creating awareness about the product for maximum app adoption.
- Got promoted to Business account manager on the basis of my performance in the very initial stage.

EDUCATION

Master of Business Administration

Integral University

06/2018 - 05/2020

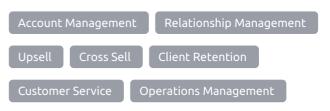
Lucknow, India

Bachelor of Business Administration

Integral University

Lucknow, India 05/2015 - 06/2018

SKILLS



ACHIEVEMENTS

Early Promotion

On the basis of consistent performance, I was the only service executive who was identified for an early promotion for Business Account Manager within 6 months of joining.

LANGUAGES

English

HIndi

Limited Working Proficiency

Full Professional Proficiency

INTERESTS

Travelling

Gaming

Spiritual Learning