



SHAHARYAR HAIDER



6006020325



shaharyarsuharwardy@gmail.com



linkedin.com/in/shahary



Doda, Jammu & Kashmir

SUMMARY

A self-reliant person with creativity and dedication to work believing in exploring new things and always open to juvenile learning and development.

TECHNICAL SKILLS

- CRM Sales & Marketing
- Digital Marketing
- Content Creation B2B
- Sales Negotiation Skills
- Communication Skills
- Market Research
- Import & Export Management
- International Business

CERTIFICATIONS

- SAP, Sales & Distribution| LinkedIn Learning | August 2023
- Digital Marketing Foundations| LinkedIn Learning | April 2023.
- International Marketing Foundations |LinkedIn Learning |March 2023.
- Advance Excel |Grant Thronton| July 2023.
- Business Development Found. (Researching Market and customer needs)|April 2023.
- Business Development (Strategic Planning)| LinkedIn Learning |July 2023.
- Leadership Tips, Tactics and Advice| LinkedIn Learning| July 2023.
- B2B Sales Foundations| LinkedIn Learning| April 2023.

POWER SKILLS

- Extrovert: An extrovert individual with effective communication skills and behavior. Intuitive: Feeling and understanding that make-believe or know that something is true without being able to explain Critical Thinking: To evaluate information and to be aware of biases or assumptions, including your own. Perseverant: Have a continued effort to do or achieve something despite difficulties, failure, or opposition

Experience

Senior Executive Corporate Sales || Info Edge India Ltd

Jammu , India | 22 April 2024- 04 Nov 2024

Delivered engaging discovery sessions, highlighting the Naukri.com & its impact on key business goals.

Tailored solutions to address specific client needs and pain points. Quantified and communicated the ROI of InfoEdge , fostering successful client partnerships.

Working over tools like Success Factors, Lusha, Salesforce as a CRM for Data maintenance & lead enrichment for the company.

Senior Business Development Executive at Pin Click, Real Estate Management Company Bengaluru, Karnataka, India | 05 December 2023- 05 April 2024

Excelled as a sales and marketing Senior Property Advisor at Pinclick, carrying experience in both B2B and B2C markets.

Overshooted my Target vs Achieved for the last 3 months and impacted my team positively for revenue generation as targeted.

Experience in field sales and marketing as well as Cold callings, lead generation, CRM Maintenance, and sales closure.

Sales And Marketing Intern at (Kandhari Beverages Pvt Ltd COCA-COLA, India | June 2023 - July 2023

Excelled as a sales and marketing intern for New Product Developments (NPDs), while also analyzing competitors in the market.

Responsible for lead generation & and partnership relations. Contributions included strategic insights and innovative ideas to boost sales and market presence. It was an invaluable experience that enriched my skill set and deepened my passion for the beverage industry.

Live Project (Sales & Distribution)

Sales Trainee at Trishveda (SMART VIKRETA) | 15 April 2023 - 26 May 2023

Leveraged advanced prospecting techniques to identify and categorize high-potential clients within the target market.

Demonstrated adept negotiation skills by understanding client pain points, requirements, and objections.

EDUCATION

MBA in International Business and Marketing | Mittal School Of Business | 2022-24 Lovely Professional University, Punjab 8.03 CGPAA

BA HONS (HISTORY) , CAS , Deptt. of History | 2022|

Aligarh Muslim University , Aligarh 7.6 CGPA

CLASS 12 th - Govt Hr. Sec. School Boys, Doda, J&K. December 2018

CLASS 10 th - Chenab Valley Public Hr. Sec. School , Doda, J&K. December 2016

CO-CURRICULR ACTIVITIES

- Participated in District level U-19 Cricket Tournament.
- Bagged the first position in singing organized by the Indian Army at Doda, J&K.
- Participated in Spectra 2022 at LPU in Music and Group Singing.
- Acted as the coordinator for Spectra 2022 in conducting and hosting different event categories.
- Got registrations for events in University Youth Festival and Converted leads for the same.