

# Faisal Mohammed Haji

Salah Al din Metro station Opposite Reef Mall , Deira Dubai



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E-mail: [faisalhaji225@gmail.com](mailto:faisalhaji225@gmail.com)

## Personal Profile Statement / Career Objective

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I am approachable , motivated and confidence Sales Executive with the ability to excel sale targets and make a real different in the organization's revenue generation . I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with client and colleagues.

## Achievement

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Bachelor of business Administration [B.B.A GRADUATE]

[A+] 86 MARKS IN COMPUTERISED ACCOUNTING USING TALLY

[A+] 94 MARKS IN COMPUTERISED ADVANCE ACCOUNTING USING TALLY

[A+] 86 MARKS IN Certificate course in OFFICE AUTOMATION

[A] 72 MARKS IN D.T.P

[A+] 86 MARKS IN PROGRAMMING WEB-DESIGNING

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## Education

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MARCH 2016

- S.S.C (10<sup>th</sup>) Passed from [MAHARASHTRA BOARD]

(Aditya Academy English High School)

JUNE 2016

- H.S.C (10<sup>th</sup> +2) Passed from [MAHARASHTRA BOARD] (COMMERCE STREAM)

(Thakur vidya mandir H.S & JR. college)

FEBRUARY 2018

- B.B.A (Degree) Bachelors of business administration (SABARMATI UNIVERSITY) JUNE 2021  
\*DEGREE ATTESTED FOR U.AE.\*
- COMPLETED D.C.A (DIPLOMA IN COMPUTER APPLICATION) December 2021

## WORK EXPERIENCE

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- SALES EXECUTIVE (indoor)
  - MOBILE WORLD 2016-2018
    - Offering and selling products and services within the branches. ○ Understand customer needs and requirements. ○ Closing sales and achieving sales target.
    - Keeping up with product and services information and updates.
  - SALES EXECUTIVE ( Tele Caller)
    - TELE-PERFORMANCE OYO 2018-2019 ○ Answering phones and explaining the product and services offered by the company.
    - Contacting existing customers as well as prospective customers using scripts. ○ Obtaining customer information and other relevant data.
    - Asking questions to the customer and understanding their specifications
- FINANCIAL ADVISOR 2019 till 2022  
[ADDROIT FINSERV]
  - Developed and implemented new and improved policies based on extensive Research findings. ○ Fostered successful with 150+ client, providing them with top of the line Financial advisement. ○ Have to Outbound calls to the Directors of the Firms and provide them Financial details and Arrange the Meeting. ○ Provide Loans to company from Banks & NBFC. ○ Advised minimum of 1crore asset.
- ✚ **BANKING SALES EXECUTIVE 15<sup>th</sup> March 2023 Till Now**  
[FINTREK MARKETING] FOR **(EMIRATES NBD BANK)** ○ Developed and implemented new and improved policies based on extensive Research findings Successful
  - Do outbound calls & Explain about (Personal loan)  
Check Client Pre-eligibility & Do Negotiations for Rate of Interest.
  - Generate leads Follow-up & Track accordingly and Collect client Documents & Personal loan file for Process.
  - During Process Guide Client Property for Hassle free process.
  - Build good relation with clients for future Leads

## SKILLS

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#Relation-Building	#Financial skills
#Time management	#Excellent communication
#Customer service	#Decision making
#Confidentiality	#Quality focus
#Negotiation skills	#Analyzing information
#Teamwork	#outbound marketing
#sale & marketing	



## LANGUAGES

## PERSONAL INFORMATION

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FULL NAME	:	FAISAL MOHAMMED HAJI
DATE OF BIRTH	:	15/5/2000
PHONE NO.	:	±971 525273060
EMAIL ID	:	<a href="mailto:faisalhaji225@gmail.com">faisalhaji225@gmail.com</a>
NATIONALITY	:	INDIAN
GENDER	:	MALE

## HOBBIES

BIKE-RIDING

WATCHING MOVIES

PLAYING GAMES

RESEARCH

TRAVELING

## ABOUT FAMILY

MOTHER

HOUSE WIFE

SISTER

SALES EXECUTIVE

FATHER

EXPIRED