

# Shakeel Ahmed Shaikh



Mobile: +971 523116384  
+91 9930 671 731

E-mail: [a\\_sag@live.com](mailto:a_sag@live.com)

---

## **Objective:**

To be associated with a progressive organization through a responsible position where ability and experience will have valuable application. Position preferred should provide an opportunity for continued personal growth and professional advancement with more challenges in competitive environment.

## **Profile:**

A highly motivated personality, well-qualified & experienced, competent and proficient with standard computer operations & hands-on experience of operating modern office equipment's.

**Personal Attributes:** Strong Interpersonal skill, team work, analytical & persuasive skills.

## **Academic Qualification:**

Bachelor of Commerce (B.Com.) From Mumbai University in the Year 2005-06.

## **Computer Literacy:**

Well-versed with MS-Office Applications, Advance Excel, PC fundamentals & Internet Browsing

## Work Experience

Position held: **Verifier**

Tenure : **Two Years (June 2001- April 2003)**

Company : **M/s Development Credit Bank Ltd. (DCB)**

Position held: **Customer Sales Representative**

Tenure : **One year (Jan 2004-Feb 2005)**

Company : **Raymond's Apparel Ltd.**

Position held: **Head of Sales & Marketing (Partner)**

Tenure : **Fourteen Years (May 2006 - March 2020)**

Company : **Salik Enterprises (Fashion & Clothing)**

Position held: **Business Development (B. D.)**

Tenure : **(July 2020 – till date)**

Company : **Flipkart**

### ☐ **Key accountabilities:**

- Communication – In charge of thoroughly following up sales figures and promptly reporting to our area manager, effectively carrying out the complex implementations and solely handling extensive contacts with the clients, pulling everything together with other departments. Deals with internal and external customers at all levels via meeting, telephone and email, to ensure successful communication via actively listening and probing questions.
- Problem Solving - Resolves in-depth queries in a methodical manner independently and with internal and external business partners to find appropriate resolutions, efficiencies and high level of quality.
- Team Player - Enjoy sharing knowledge and encouraging development of others to achieve specific goals.
- Planning and Organizing - Refined planning and organizational skills that balance work, team support and ad-hoc responsibilities in a timely and professional manner.
- System knowledge - Experience in preparing and analyzing reporting data for management accurately and to timescales.

☐ **Responsibilities:**

- Market research.
- Development of marketing strategy and plan.
- Management of the marketing mix.
- Customer relationship management (CRM).
- Measuring success.
- Final words.

☐ **Knowledge & Skills:**

- Presentable appearance with excellent spoken and written communication skills.
- Creative thinking and ability to learn assess and apply new concept.
- The ability to gather data, analyze sales figures, consumer demand and market research.
- Influencing and negotiation skills.
- Self-motivation, with drive and enthusiasm.
- The ability to work under pressure and to deadlines.
- Effective interpersonal, organizational and planning skills.
- The confidence to "sell" their ideas.
- Good business sense, an awareness of budget and attention to details.
- Sensitivity to cross cultural dynamics.

☐ **Behaviors:**

- Able to work individually and as part of a team.
- Supports a continuous improvement culture.
- Methodical approach to task implementation.
- Flexible approach to work and willing to move to any location across the organisation as required, following the appropriate training.

**Languages known:**

English, Hindi, Marathi & Urdu

**Personal Details:**

Nationality : Indian.

Age : 37.

Marital Status : Married

Passport No. : V 2794481 (validity 23/08/2031)

Driving License : MH0420080016552 Valid Till 26.05.2028

**Permanent Address:-**

A/G-1, Khatri House behram baug, behind Aminabad apartment, Jogeshwari (W), Mumbai-400102.

**Assurance:-**

I hereby confirmed that all the above information is true to the best of my knowledge and belief

**(Shakeel Ahmed Shaikh)**