

MIRZA FAHEEM BEIG

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605, Golden Gulf Apartment, Mankool, Dubai



Objective

A result-focused professional with nearly 5 years of experience in Membership Sales and Client Servicing. Solutions-driven, customer centric professional with significant experience in handling all aspects of Sales & service functions. Presently associated with Gold's Gym UAE



Experience

Gold's Gym - UAE

04/2019 - Present

LifeStyle Specialist

- The Lifestyle Specialist is responsible for promoting and selling memberships to potential new members and selling
- Renewals/upgrades to current gym members.
- Generates sales through Company and employee sponsored outreach and promotions.
- Maintains accurate records using established Gold's Gym sales systems.
- Follows up on all prospects.
- Conducts gym tours.
- Conducts telephone inquiries.
- Establishes and maintains lead boxes in the community on a monthly basis.
- Establishes and maintains a membership referral program
- Maintains information on club history, background, philosophy, facilities, staff and policies.
- Has a thorough knowledge of, adheres to, and enforces Company policies and procedures as they pertain to gym operations.
- Assumes responsibility for developing selling skills.

Fitness First- UAE

05/2018 - 11/2018

Membership Consultant

Fitness First-India

06/2017 - 04/2018

Sr. Membership Consultant

Absolute Fitness Gym & Spa

02/2014 - 05/2017

Sales Manager



Skills

- Customer Service, Product Enthusiasm
- Achieve Sales Goals, Multitasking
- Flexible, Positive Attitude
- Relationship Building, Lead Generation
- Customer Satisfaction , Achieving Results



Education

IETE

2011

B.Tech

Computer Science

IETE

2008

Diploma

Computer Science



Certificate

Introduction to Sales Management

<https://alison.com>

The Complete Guide To Membership Sales

<https://www.ptonthenet.com>

Hidden Secrets Of Sales & Marketing

<https://alison.com>

Fitness Force Certified Membership Sales Professional

<https://www.fitnessforce.com>

Healthy Living

<https://alison.com>



Achievements & Awards

● Best Life Style Specialist For October (Golds Gym- Dubai)

● Best Life Style Specialist For April (Golds Gym- Dubai)

● The Best Sales & Retention Award (Fitness First- Dubai)

● Top Performer – For Living The Winning Ways Of Fitness First India

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