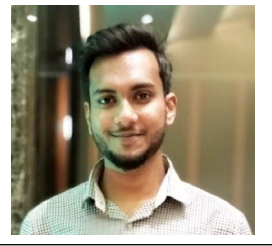


# Mohammad Jassim Shaikh

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## KEY SKILLS

Persistent, Calm, Focused, Team Player, Smart worker, believe in improvisation and upskilling

## EXPERIENCE

**Empliance Information Services India LLP – Senior Executive - Pre-Sales**

**Mar' 19 - Mar' 20**

**Empliance is an Governance, Risk & Compliance management consulting firm providing end to end services in Compliance Management and Third Party Risk Monitoring to protect its clients and key stakeholders from catastrophic repercussions of government authorities and be able to share the best practices adopted by peers & other industry players.**

- Making outbound calls to CXO professionals for scheduling meetings
- Pitching prospects products & services and answering questions of customers.
- Timely Follow-up with prospect leads for scheduling meetings
- Daily & Weekly MIS of meeting scheduled, and calls made to prospect clients

**RTOS Tech Pvt. Ltd. – Lead Generation Executive**

**Jan' 18 – Jan' 19**

**RTOS is a third party support function entity providing services like lead generation for DME (Durable medical equipment) campaign & AT&T with inbound & outbound calls to USA. The company also provides services like software development, mobile app development and design solutions for corporate clients across the globe.**

### **AT&T and DME (Clients)**

- Conversion of inbound queries into leads for sales opportunities.
- Outbound calls to customers for indirect upselling by sharing info on new products and forwarding to sales team for execution.
- Handling query calls and assisting them with solutions.
- Conversion of inbound queries into leads for sales opportunities.
- Maintain well organised, up-to-date and accurate sales information and activity reports in Salesforce CRM system.

**Nokia solution network – System Network Engineer**

**Mar' 15 - Mar' 17**

### **(Inspired Network Solutions)**

**Nokia Networks is a multinational data networking and telecommunications equipment company headquartered in Espoo, Finland, and wholly owned subsidiary of Nokia Corporation.**

- Executed M-O-M single handily the testing drives of entire 25 Clusters spread across Doha, Qatar along with stationary testing drives of all new cell sites.
- Maintenance of all Indoor & outdoor setups - Networks Towers, Network Antennas, Network Cables and power Boosters (500 + equipment setups) across Doha, Qatar.
- Configured all types of setups for all Network setups via TEMS Scanner – 2G, 3G & LTE – Data, short messaging service & calling, for all projected scenarios with throughput Pass/fail parameters and other driving tool equipment's.
- Responsible to all executing resolutions for all types of troubleshooting via the field team and coordination of all kinds support required for it.
- Creating new data collection drives for SWOT analysis and resolving all issues found in the due process.
- Thorough knowledge of TEMS scanner, TEMS Discovery, Inter, Intra, and IRAT relations

**Educational Qualification:**

<b>B.M.S</b>	Siddharth College, Mumbai, India	<b>Pursuing</b>
<b>Higher Secondary certificate</b>	BBSE, Patna, India	<b>2018</b>
<b>Secondary School Certificate</b>	Modern English School, Doha, Qatar	<b>2010</b>

**Personal Information:**

<b>Languages Known</b>	English, Arabic & Hindi
<b>Date of Birth</b>	18 <sup>th</sup> February, 1995
<b>Passport No.</b>	R5552167
<b>Passport Expiry:</b>	02.10.2027
<b>Visa Status</b>	Visit Visa
<b>Religion</b>	Islam
<b>Hobbies</b>	Being a wanderlust, learning about cars, exploring food and swimming

**Computer Literacy:**

- Proficient in use of MS Office.
- Proficient in use of Internet as well as interest in online research.