ARJUMAND SHAFI

Delhi, Malviya Nagar, House no E 12/3a,110017

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# CAREER OBJECTIVE

Experienced with a demonstrated history of working in the UK and U.S-based software Companies. Skilled in Customer Support, Lead generation, Sales, Hub Spot, Zoom info, Zoho CRM, Cold calling, Email Campaigns, and lead generation tools. Currently seeking BDR Position & bringing in total 83 Months of Inbound and Outbound Customer Service, US staffing with Excellent Communication skills

# PERSONAL DETAIL

Father’s name : Mr. Mohd Shafi Mother’s name : Mrs. Tahira Shafi Date of birth : 15th November 1990 Nationality : Indian

Language : English, Hindi, Kashmiri

Marital status : Unmarried

# EDUCATIONAL QUALIFICATION

|  |  |  |  |
| --- | --- | --- | --- |
| **Standard** | **Board/University** | **Category** | **Year** |
| 12th | UP Board Of Secondary Sanskrit Education Council | Regular | 2007 |
| 3 Years Diploma in Civil Engineering  B.Tech in Civil Engineering | Royal Polytechnic Collage , Srinagar JK  Indira Gandhi National Open University | Regular  Regular | 2013  2016 |

**Experience**

|  |  |  |  |
| --- | --- | --- | --- |
| Organization | Process | Designation | Duration |
| Concentrix Daksh Pvt. Ltd | Virgin Media (UK) | Senior Executive | 35Months |
| Admiral Solutions | Admiral Solutions (UK) | VNA Trainer | 12 Months |
| Zomato Pvt. Ltd | Merchant Delight(U.A.E) | VNA Trainer | 12 Months |
| Vochagram (Gyftr) Pvt.Ltd  iQuasar Software Solutions | Customer Support(IND)  US Staffing (US) | Sales Specialist  Business Development Representative | 12 Months  12 months |

## Qualities

* **Expert In outbound and Inbound International Sales**
* **Expert In Lead Generation and International Cold Calling**
* **Have Written and Oral and Excellent communication skills.**
* **Able to handle multiple assignments under high pressure and consistently meet tight deadlines.**
* **Thrive on working in a challenging environment.**
* **Highly organized and dedicated with a positive attitude**
* **Responsible in all manners**

## HOBBIES

* Cooking.
* Spending time with Family.

## AIM

Want to be a successful independent person where I can provide economical support to my family and can be a part in the development of my nation.

## DECLARATION

**All the information mentioned above by me are true and best of my knowledge.**

DATE……………… **ARJUMAND SHAFI**