



Faizan Alam Khan

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EXTRA CURRICULAR

- Successfully organizing and completing Excel Workshop by Excel Prodigy at IBS Hyderabad
- Finished second in inter school football competition.
- Participant in Blood Donation throughout academic career at IBS-2017
- Volunteered for Cancer Relief organization-2003 to 2006. Secured 1st position at IBC drill competition as NCC cadet Junior Level-2008.

Professional Summary

To continuously strive for higher achievement in marketing and operations field, to enhance my skills in work and thereby achieve self-development by playing a significant role in building the organization.

Work Experience

K12 TECHNO SERVICES PVT LTD. **Business Development Manager**

[Since - 03/2019]

- Focused on Generating and Converting leads.
- Managed & Monitored Inbound and Outbound teams in ensuring consistent sales.
- Organized events which brought school admissions via pre-school & corporate tie-ups.
- Used ERP systems and digitized platforms to manage, grade and report team performance for consistent improvement.
- Counselling Parents into choosing company-affiliated schools and also gave training & feedback to marketing executives into converting leads.

[02/2018-05/2018]

IDBI FEDERAL LIFE INSURANCE **Corporate Intern**

- Lead Generation and forwarding them to the sales team for further discussions.
 - Consumers Perception towards insurance products in retail sector.
 - Regular client visits accompanying the sales team for further understanding of the sales procedure.
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Education

ICFAI Business School, Hyderabad

Masters of Business Administration [MBA] with specialization in Marketing

[06/2017-02/2019]

Lucknow Christian Degree College, University of Lucknow **B.Com**

[05/2013-06/2016]

Hobbies

Travelling. An Epicure. Watching Movies.