

# FAHAD NAEEM SHAIKH

## Sales Professional

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### Professional Summary

Business Development and Sales professional with 7+ years of experience driving revenue growth and building strategic partnerships. Skilled in lead generation, market research, and CRM tools (Salesforce, Salesplay). Increased leads by 25%, closed ₹15L+ in deals, and grew customer bases by 20% YoY.

### Skills

<b>Business Development</b>	<b>Client Relationship Management</b>
<b>Market Research &amp; Analysis</b>	<b>Sales Strategy &amp; Lead Generation</b>
<b>Negotiation &amp; Presentation Skills</b>	<b>Strategic Partnerships</b>
<b>Customer Service Excellence</b>	<b>CRM Tools: Salesforce, Salesplay, knowledgeStore</b>
<b>Project Management &amp; Team Leadership</b>	<b>Analytical Thinking &amp; Problem Solving</b>

### EXPERIENCE

<b>Business Development Executive, NovaVente</b> Increased qualified leads by 25% through targeted outreach and partnership building. Developed marketing strategies that boosted brand engagement by 30%. Identified 10+ new business opportunities each quarter through market research. Supported closing deals worth ₹15L+ in the first 6 months. Monitored sales metrics, improving conversion rates by 15%. Handled end-to-end communication and lead generation for US-based customers, building strong client relationships and ensuring smooth follow-ups.	Jan 2025 – Present Navi Mumbai
<b>Founder, The Spicy Kitchen</b> Grew monthly revenue by 20% YoY, serving over 1,500+ customers per month. Designed menu and marketing campaigns that increased repeat orders by 35%. Managed daily operations with a 4-member team, maintaining 4.5/5 ratings on Zomato/Swiggy. Negotiated supplier contracts to cut costs by 12% without compromising quality.	Jan 2022 – Nov 2024 Mumbai
<b>Business Development Executive, Convergd Data Technologies Limited.</b> Achieved 60% overall revenue growth over 5 years by driving strategic sales initiatives and long-term account development. Secured 40+ new clients, consistently expanding the company’s market presence year over year. Designed and implemented client solutions that increased customer satisfaction scores by 20%. Led and coordinated cross-functional teams to deliver 100% of projects on time throughout the tenure.	Dec 2016 – Nov 2021 Andheri Mumbai

**Customer Service Specialist**, *Hexaware Technologies Limited*.  
Achieved 99% accuracy rate in background verifications for 200+ clients.  
Created detailed reports that improved audit compliance by 15%.  
Trained 10+ new hires, boosting team productivity by 25%.

Jun 2013 – Sep 2016  
Navi Mumbai

**EDUCATION**

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**Bachelor of Commerce**, *Madurai Kamaraj University* Feb 2012 – Apr 2013

**Certificates**

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**Online AI Agentic Certification Course**

**LANGUAGES**

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|-----------|---------|--------|
| • English | • Hindi | • Urdu |
| • Marathi |         |        |

**HOBBIES**

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- Music Enthusiast