HAMMAD SHAIKH

SALES DEVELOPMENT REPRESENTATIVE

ABOUT ME

Energetic and target driven graduate with strong communication skills and a clear interest in Sales and Business Development. Confident in engaging prospects, understanding customer needs, and building long term relationships that drive conversions and retention. Skilled in objection handling, persuasive communication, and effective pitching, with the ability to support negotiations and contribute to closing deals.

CONTACT INFO

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Mumbai, Maharashtra

SKILLS

Professional

- English Fluency
- Strong Verbal & Written Communication
- Objection Handling
- Effective Teamwork
- Confidence in Client Interaction
- Pipeline management
- Target achievement

Personal

- Adaptability and quick learning
- Professionalism
- Self-Motivation
- Stress Management
- Flexibility

LANGUAGES

English

EDUCATION

Mumbai University | 2022-2025

BSc in Information Technology

Completed Bachelor's degree from Vidyalankar School of Information Technology (2025).Developed strong communication, analytical thinking, and problem-solving skills, building a solid foundation for sales, client relationship management, and business development roles.

WORK EXPERIENCE

Pristine E-Teleservices. | 2025

Sales Executive

- Achieved 110% of monthly sales target in the first month of joining.
- Consistently exceeded targets by achieving 130% of quota for two consecutive months.
- Conducted outbound prospecting, handled objections, and converted leads through structured sales conversations.
- Maintained disciplined follow-ups and lead tracking to maximize conversion rates.