

Waseem Pasha

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Professional Summary

Dedicated and results-driven Sales & Customer Relationship Professional with experience across banking, fintech, education, insurance, and real estate sectors. Skilled in lead generation, client handling, revenue growth, and customer support. Known for smart work, accepting challenges, and maintaining strong professional relationships.

Work Experience

Key Account Manager – WorkIndia (3 Months)

- Managed key client accounts and maintained long-term relationships.
- Understood client requirements and ensured service satisfaction.
- Supported business growth through follow-ups and coordination.

Senior Sales Manager – NIIT (8 Months)

- Promoted and sold educational programs to students and professionals.
- Counseled clients based on career requirements.
- Achieved monthly sales targets through effective communication.

Spokesperson / Relationship Executive – Manipal Academy / U-Next (HDFC Bank & Axis Bank) (2.6 Years)

- Represented HDFC and Axis Bank products.
- Explained banking and financial solutions to customers.
- Built trust-based client relationships.
- Coordinated with supervisors and partner teams.

Customer Support & Revenue Executive – Teleperformance (PhonePe Insurance)

- Provided customer support for PhonePe insurance services.
- Assisted customers with policy details, renewals, and issue resolution.
- Focused on revenue generation and cross-selling.

Real Estate Sales Executive – Real Estate Company (9 Months)

- Generated leads through telecalling and field activities.
- Scheduled and managed site visits.
- Converted prospects into buyers and maintained strong client relationships.

Education

Bachelor of Commerce (B.Com) – Completed

Skills

Lead Generation, Sales Conversion, Client Relationship Management, Customer Support, Revenue Growth, CRM Tools, MS Excel, MS Word, Smart Working, Competitive Mindset, Strong Communication Skills.

Languages Known

English, Hindi, Kannada, Tamil