

## **Faizan Baig**

+917021079255

[Faizanbaig747@gmail.com](mailto:Faizanbaig747@gmail.com)

<https://www.linkedin.com/in/faizanbaig747/>

**Mumbai, India.**



### **Background:**

Dedicated professional with a proven track record in coordinating with stakeholders, conducting research and ensuring seamless project execution. Seeking a role that allows me to utilize my strong organizational skills and ability to collaborate effectively to deliver exceptional results.

### **Professional Experience:**

#### **Business Development Executive – Fashion TV**

Spearheaded strategic partnerships and collaborations to expand the brand's reach in the fashion, lifestyle and real estate sectors.

Played an important role in brand licensing initiatives for real estate projects, successfully securing agreements with developers to align Fashion TV's luxury image with premium properties.

Analysed market trends and consumer behaviour to identify new business opportunities.

Managed client relationships ensuring retention through personalized solutions and regular communication.

Coordinated with cross-functional teams to deliver integrated marketing campaigns and promotional activities.

Contacting CEO and MD of the Real estate Industries.

#### **Business Development Executive - Faclon**

Coordinated with diverse stakeholders, including clients, internal teams, and vendors, to ensure timely and accurate fulfilment of project briefs.

Assisted in thorough research on brands, vendors, artists, and partners to gather essential information required for project planning and execution.

Actively participated in brainstorming sessions, contributing innovative ideas that aligned with project objectives.

Proactively identified critical issues within internal teams and client requirements, ensuring prompt resolution to maintain project momentum.

Collaborated with Client Servicing team to smoothly transition project briefs ensuring synchronization among teams and adherence to client specifications.

Engaging with top-level executives, including CEOs and COOs within the targeted industries.

**Education:**

**MBA in Marketing** - MET Institute of management

**M.COM in International Business** – University of Mumbai

**B.COM in Business Management** – University of Mumbai

**Skills:**

Business Development	Project Management
Customer Service	Research Analysis
Negotiation	Sales
Communication Skills	Branding
Team Collaboration	Problem solving

**Achievements:**

Effectively managed and coordinated a significant portfolio of projects ensuring their seamless execution and meeting project milestones consistently.

Received recognition for consistently delivering well researched insights contributing to more informed decision making.

Worked with clients like Tata projects, Hyundai motors, Toyoda Gousei and Marico.

**Certifications:**

Negotiation Professional Certificate by American Negotiation Institute.

Customer Service Leadership.

**Hobbies:**

Reading about new business and technologies.

Passionate about Automobile and Aviation.