



JENIFER HANUJA SHEIKH MOHIDEEN.

TELESALES EXECUTIVE

CONTACT



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Al tawar 03, Dubai, UAE
Location: Dubai, United Arab Emirates

EDUCATION

·Bachelor's in English - India

LANGUAGE

English

Tamil

Malayalam

SKILL

- Telesales & Cold Calling
- Customer Relationship Management
- Communication & Negotiation
- Lead Generation & Conversion
- Complaint Handling & Resolution
- Time Management & Organization
- Target Achievement & Sales Closing
- Teamwork & Collaboration
- Patience & Problem Solving
- MS Office

ABOUT ME

Motivated and results-oriented professional with 2.8 years of telesales experience in India. Skilled in lead generation, cold calling, and achieving sales targets through persuasive communication and relationship-building. Adept at resolving customer concerns, promoting products/services, and maintaining client satisfaction. Strong organizational and time management abilities with a proven record of meeting deadlines and exceeding sales quotas.

PROFESSIONAL EXPERIENCE

TELESALES EXECUTIVE KANAK CAPITAL MARKETS - DUBAI (NOV 2024 - PRESENT)

- Making outbound calls to promote financial products and services to prospective clients.
- Handling inbound inquiries, explaining investment options, and converting leads into active customers.
- Building long-term client relationships through trust-based communication.
- Consistently achieving monthly KPIs including sales targets and conversion ratios.
- Updating CRM with client details, leads, and follow-up activities.
- Coordinating with the sales team and management to refine telesales strategies.

PERSONAL DETAILS

- Date of Birth: 1st September 1986
- Gender: Female
- Nationality: Indian
- Marital Status: Married
- Passport No.: Y5334290
- Visa Status: Own ID

TELESALES EXECUTIVE - LIC INDIA (2022 - 2024)

- Conducted outbound telesales calls to promote insurance policies and financial products.
- Identified customer needs and provided tailored insurance solutions.
- Educated clients about policy benefits, terms, and payment options.
- Handled objections effectively and converted leads into policyholders.
- Consistently exceeded monthly sales quotas and renewal targets.
- Built strong client relationships ensuring repeat business and referrals.

Declaration

I hereby declare that the above information is true and correct to the best of my knowledge and belief.