



# JAVED SIDDIKI

Key Account  
Executive

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Mumbai, Maharashtra

## EDUCATION

### MBA/PGDM

Indira School Of Business Studies  
2021 - 2023

### Bachelor of Computer Application

Vivekananda Global University  
2018 - 2021

## EXPERTISE

CRM

Account Management

Upselling

Client Relationship

Technical Account Management  
Sales

## LANGUAGE

English

Hindi

## Experience

Feb 2023 - March 2024  
LeadSquared , Mumbai

### Key Accounts Executive

- Strategic Executive Key Account Professional with a solid background in account management and business development.
- Demonstrated expertise in managing key accounts, fostering client loyalty, and implementing effective sales strategies. Skilled in contract management, upselling, and ensuring exceptional service delivery. Proficient in seamless account implementation, ensuring a smooth transition from acquisition to active engagement. I have experience in Technical Account Management, where i have successfully implemented and managed three key to client

accounts, demonstrating a strategic approach relationships and a proven ability to drive positive outcomes.

May 2022 - July 2022  
Aditya Birla Sunlife Insurance, Pune

### Sales and Marketing Research

- Conducted thorough market research to identify target customer segments and their specific needs. Utilized data analysis to understand customer preferences and informing marketing campaigns and product development. Created and delivered compelling sales presentations and pitches, effectively showcasing product features and benefits to prospective clients.

Jan 2021 - June 2021  
Global IT Provider Pvt. Ltd.

### AWS Intern

- Linux Administration with RHEL OS.
- Deployment of services in through container tool
- Cloud Computing with AWS (Amazon Web Services)
- Managing services in AWS such as EC2, S3, IAM, CloudFront, Route53 etc