

# Zaid Rahman

AIC Student Member

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Aspiring real estate appraiser with a Post-Graduate Certificate in Real Property Valuation from UBC's Sauder School of Business and eligibility for AIC candidate membership. Seeking opportunities to apply my analytical skills and industry knowledge in real estate appraisal while progressing toward AACI designation.

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## Core Skills

- Financial modeling
- Data collection and analysis
- Direct comparison approach
- Income approach
- Cost approach
- Financial analysis
- Investment analysis
- Market research
- Feasibility studies
- Report writing
- Valuation
- Advanced Excel

## Work History

### 1-800-GOT-JUNK? | Toronto

Inbound Sales Agent

Aug 2020 - Present

- Handled an average of 60 inbound sales and customer service calls daily, constantly delivering tailored solutions.
- Consistently surpassed the sales target with an average sales conversion of 55%.
- Provided troubleshooting, accounting, and billing assistance to internal and external customers.

### Info Edge India Ltd | Mumbai

Manager- Corporate Sales

Apr 2019 - Oct 2019

Deputy Manager- Corporate Sales

Apr 2018 - Mar 2019

Assistant Manager- Corporate Sales

Jul 2017 - Mar 2018

- Spearheaded new business development and managed a portfolio of 140 clients consisting of real estate brokers and developers.
- Sold customized online marketing campaigns and lead generation solutions to clients after assessing their business requirements.
- Achieved an average 30% year-over-year revenue growth by strategically negotiating contract renewals and cross-selling premium online marketing solutions, earning two promotions within two and a half years.

### Just Dial Ltd | Mumbai

Relationship Manager

Jun 2016 - Jun 2017

- Drove B2B sales of Just Dial's products and services to small and medium-sized enterprises, contributing to a 20% increase in overall sales in the region.
- Acquired 160 new clients in allocated territories, successfully negotiated contract renewals for 85% of existing clients.
- Successfully cross-sold JD Omni ERP software, leading to a 25% increase in product adoption among SMEs in my allocated territory and generating an additional 15% in revenue.

## Education

### UBC Sauder School of Business, Dec 2024

Post-Graduate Certificate in Real Property Valuation

GPA: 8.36/10

### Narsee Monjee Institute of Management Studies, May 2016

Master of Business Administration: Marketing Management

GPA: 2.58/4

### Narsee Monjee Institute of Management Studies, May 2016

Bachelor of Technology: Civil Engineering

GPA: 2.58/4