

Farnoosh Bayat, MBA

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Objective

Seeking a full-time position in a growth oriented organization that enables me to interact with others to increase value and provide excellence. I am a fast-learner, passionate, and I take the initiative to work independently to manage and organize processes. I possess a Masters in Business Administration and am knowledgeable in financial management.

Experience

Marketing & Business Development • Farah Engineers, McKinney, Tx

December 2020 – Present

Developed market presence alongside owner of startup engineering firm engaging with owner entities and other consultants. Used means and methods obtained during my MBA studies to lead sales prospects and achieve contractual engagements to further business growth.

Salesperson • Rugs By Tony Farah, Dallas, Tx

March 2018 – November 2020

Developed new sales skills as they pertain to the wholesale market. Honed evaluation skills of key metrics in identification of potential clients and engaged in scheduling supply chain orders. Coordinated with customs officials and shipping companies to develop the origin of goods certificates and provide additional information (when needed) for the release of goods by customs.

Salesperson / Customer Service • Ross Stores Inc., Frisco, Tx

October 2014 – January 2017

Responsible for store organization, assisting customers with merchandise requests and returning merchandise back to pertinent departments from fitting room area. Operated cashier station as well as customer returns and customer service stations.

Marketing & Sales Manager • Gisa Marketing (B2B) • Overseas

July 2011 – November 2013

Oversaw daily operations of the sales team to ensure they strived to exceed sales and client follow up metrics. Managed and coordinated with technical design staff and oversaw artistic managers to ensure materials being prepared were in line with client expectations set during contract negotiations to decrease production waste. Reviewed and discussed employee performance and participated in development of incentive packages with owner.

Marketing Specialist • Gisa Marketing (B2B) • Overseas

July 2009 – June 2011

Prior to management, I was a sales specialist for 2 years and ranked as the highest performing salesperson 18 of the 24 months while with the sales team and concurrently continued my Bachelors in Business.

**References - Available
Upon Request**

Education

Western Governors University
Masters in Business Administration

Azad National University
BA in Business Administration

Key Skills

- *Marketing & Sales Experience
- *Professional Services
- * Management & Oversight
- *Detail Oriented Individual
- *Personable Communicator
- *Problem-solver with a Team Mentality
- *Organizing and filing