

SALMAN AHMED

FE1 Candidate

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PROFILE INFO

Business and Law Graduate with a strong interest in law. Eager to enter the fields of commercial and corporate law. Having done internships in industry leading tech firms such as Salesforce and investment firm legal firms such as Dillon Eustace. I am looking for a more permanent role where I can further my skills by working in a multi-disciplinary firm, such as Bryne Wallace.

EXPERIENCE

Account Manager, Kaseya

January 2024 - Present

- Manage a book of 48 accounts, helping them grow and become more proficient in using IT and Cybersecurity software
- Proactive in learning and answering customer queries, setting up meetings and providing feedback.
- Exceeded monthly KPI targets and sales quotas. Q1 Target - 86000/50000, Q2 Target - 105000/75000, Q3 Target - 156000/100000
- Collaborated to review and grow accounts and manage relationships.

Legal Intern, Dillon Eustace

June 2023 - July 2023

- Placed in the litigation team, where I worked in personal injuries
- Read several cases and medical reports and wrote up opinions and arguments for each one.
- Visited court several times, such as circuit, district, and high court where I got to observe many cases I read and enhance my procedural knowledge.
- Collaborated with other interns in researching defenses under the Road Traffic Act 2016
- Worked with clients and witnesses to alleviate stress and answered queries about cases worked on.
- Presented a research topic on the Central Bank (Individual Accountability Framework) Act 2023 and the changes to the Administrative Sanctions Procedures

Sales Development Intern, Salesforce

June 2022 - August 2022

- Utilised Salesforce's CPQ platform to boost revenue by generating perspective renewals/upgrading for enterprise accounts ranging from 1-3 years
- Utilised Salesforce for efficient Customer Case Management
- Exceeded FY23 Renewal targets by monitoring Salesforce dashboards, surpassing 90% target target on €1.5 million quota
- Successfully managed strategic renewals and collaborated with Territory Managers on Slack to identify opportunities for customer upgrading
- Successfully maintained strong client relationships through proactive Zoom meetings, achieving a 30% early renewal rate in Q4 in the Nordic Region
- Utilised Tableau for accurate insights into the Creation and Management of quarterly sales forecasts
- Collaborated cross-functionally, addressing complex customer issues with Technical, Engineering, and Legal teams
- Established customer relationships, emphasising SaaS solutions through Fuze phone and Zoom meetings

EDUCATION

2019 - 2023 | UCD

Bachelors Business and Law

- Upper Second-Class Honors (4th year GPA - 3.5)
- UCD Advantage Award - Award given to recognise excellence in extra-curriculars
- Class representative and Peer Mentor of students

2018 - 2019 | Institute of Education

Leaving Certificate

- Scored 563/625 points

SKILLS

- Keyhouse
- File Management
- Legal Writing
- Case Management
- Legal Administration
- Archiving
- Letter Drafting
- Multi-tasking

PROJECTS

- CIPP/E Certified
- Bloomberg Competency Certificate
- Excel Essential Training
- Powerpoint Essential Training

LEADERSHIP AND COMMUNITY ROLES

Editorial Board Member, UCD Law Review

- Reviewed, edited and selected articles pertaining to UK, Irish, and International Law for UCD Law Review's 23rd volume.
- Responsible for the review's online promotion and presence.
- Contributed to the editorial process of the UCD Law Review 2022/23 by proofreading legal articles.

Judge, UCDSLS Negotiation Competition

- Participated in the UCD SLS Negotiation Competition during my 3rd year of degree. The UCDSLS Negotiation competition involves pairs of students negotiation a topic of a dispute to get better terms for their clients. Topics involved divorce proceedings and commercial disputes
- Was one of the finalists of the competition and invited back the next year to judge the competition

Senior Residential Assistant, UCD

- Lead a team of sixty dedicated residential assistants, providing guidance, mentorship, and fostering a vibrant community atmosphere
- Orchestrated and oversaw large-scale events attended by hundreds of residents, ensuring seamless execution, and fostering a vibrant community atmosphere
- Proactively addressed and responded to resident's welfare and health concerns, prioritising their well-being within the residential community
- Managed time and prioritised deadlines efficiently to provide a great campus experience for students

Events Lead, CharityWeek

- Oversee the training of Islamic institutions in universities and organise fundraising events across Ireland, plan future fundraising events, delegate tasks, communicate with venues and speakers for various events
- Hosted the annual auction which raised €6535
- Hosted the annual dinner which has raised over €20,000

Charity Skydive Lead, Salesforce

- Raised a total of €12,000 in my charity skydive initiative when I interned at Salesforce.
- Collaborated with other interns to make this happen

Assistant, TheDemiStrategy

- Promote the presence of the company on LinkedIn
- Communicated with clients by asking for extra details and any extra-curriculars they may have in order to tailor their CV and cover letters for specific jobs

UCD Advantage Award

- Acknowledged for exceptional academic and extracurricular accomplishments through the university's recognition program
- Received this award for representing the Arabic Society within UCD
- Took part in green school initiatives throughout the semester
- Was heavily involved in UCD Law society competitions

Non-Technical Volunteer, CoderDojo

- Supervise children learning how to code basic languages such as Scratch and HTML
- Liase with parents, explaining progress of the students and areas of struggle
- Market classes online for other children to join

Events Officer, UCD Islamic Society

- Engaged in organising events and tracking insights on social media platforms to promote cultural awareness and unity withing the university community