

MAHAMAD RAMEEZ

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OBJECTIVE

To Develop a suitable career in a growth oriented **PROGRESSIVE ORGANISATION** where I will be valuable team member contributing a quality ideas and work to my ability.

SUMMARY

Electronics associate with 13 plus years of experience and with proven ability in business to business sales and Service, marketing, training, field operations and information technology in support of customer relationships.

EDUCATIONAL QUALIFICATION

PUC - Karnataka Pre-University Board in Govt P U College Kambadkone (**APRIL- 2005**)

SSLC - Karnataka Secondary Education Board in Govt High School Kirimanjeshwar (**MARCH- 2003**)

TECHNICAL QUALIFICATION

Certificate in Electronic Mechanic in Rev. Fr. R.Z.M.D'Souza I.T.C. Nada, Kundapur (**2005-2007**).

Certificate in Hardware Maintenance and Networking in Manipal Institute of Computer Education (**2008**)

OPRATING SYSTEM

Windows/95/98/2000, Windows XP, Windows Vista, Windows Seven, Windows Ten DOS

LAN Networking System, WAN, Packages MS-office, DTP.

SKILLS

- Expert knowledge of the selling process and effective sales techniques.
- Social media (Facebook, Twitter, Instagram etc).
- Excellent communicator and Relationship building skills.
- Pro-active, Organised and excellent team player.
- Motivated in a target - driven environment.
- Optimistic and positive can do attitude.
- Excellent customer service skills.
- Excellent written and oral communication skills.
- Strong organization and follow up skills.

PROFESSIONAL EXPERIENCE

Company : **Godrej & Boyce Mfg. Co. Ltd**
Position : **Customer Advisor. (Home Appliances)**
From : **16 May 2016 To 25 September 2021 (5 Years 4 Months)**

Job Responsibilities :

- Handling home appliances sales and all other peripherals in consumer segment.
- Responsible for achievement of business target through customer and end users.
- Identifying and networking with prospective clients;
Generating business from existing accounts and achieving profitability and increase sales growth.
- Analyzing market trends and tracking competitor's activities and providing valuable inputs for product enhancement, time tuning sales and marketing strategies.
- Achieved 100% sales target in all quarters.

Company : **PAI INTERNATIONAL ELECTRONICS LTD**
Position : **Senior Sales Executive (Consumer Electronics/IT/Small Appliances)**
From : **10 April 2014 To 01 April 2016 (24 Months)**

Job Responsibilities :

- Work with sales management to develop and execute prospecting campaigns for target market sectors.
- Gather market intelligence provide feedback to management and make recommendations on margin adjustments.
- Work with sales management to develop and execute sales plans for target market sector across the portfolio of solutions.

Company : **Electrotech Systems**
Position : **Sales and Service as My Own(IT, accessories and Home UPS Sales & Services)**
From : **01 January 2009 To 31 March 2014 (5 Years 2 Months)**

Job Responsibilities :

- Greet customers.
- Help customers find items in the store.
- Provide customers with information about items.
- Elevate complaints to management.
- Resolve **customer** complaints via phone, email, mail, or social media.
- Use telephones to reach out to **customers** and verify account information.
- Greet **customers** warmly and ascertain problem or reason for calling.
- Assist with placement of orders, refunds, or exchanges.

ACCOUNTS PACKAGE

- Microsoft office Excel, MS Word, PowerPoint, Access.
- Computer Course in PC Fundamentals, Dos.

PASSPORT DETAILS

Passport No : R3924701
Date of Issue : 08/08/2017
Date of Expiry : 07/08/2027
Place of Issues : Bengaluru

PERSONAL INFORMATION

Father Name : Mahamad Meera
Date of Birth : 02nd February 1987
Marital Status : Married
Nationality : Indian
Religion : Muslim
Languages Known : English, Hindi, Kannada & Urdu
Permanent Address : Kirimanjeshwara, Byndoor Taluq, Karnataka, India - 576219
Visa Status : Visit Visa

Declaration:

I hereby declare that the statements made in the above details are true and correct to the best of my knowledge.

Place : Dubai, UAE