



# Mohammed Thouseef

## Account Manager

Successful account manager with over 7 years of experience working in sales and management. Enthusiastic and outgoing sales professional who enjoys working with people and providing insightful and honest product information to interested consumers.

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📍 Mangalore , India

## WORK EXPERIENCE

### Account Manager Global E-softsys

11/2016 - Present

A Golden Microsoft Partner, leading software provider for Retails, Trade Shows, Flea Markets and Antique Malls Industries.

#### Tasks

- Generate leads through cold calling, email campaign, and forge relationships with clients.
- Implement and execute marketing activities to increase branding and recognition programmes.
- Aggressively followed-up with existing clients for cross selling and up selling of add-on.
- Conducted market competitive analysis to develop road map and sales strategy.
- Conducted online presentations of the software and user training for the new sign up clients.
- Developed proposal, contracts and pricing for the prospect and clients.
- Co-ordinated with third party to build the interface with their application and devices.
- Oversee a portfolio of nearly 150 client accounts and act as the primary liaison between the client and the corporation.
- Scheduled weekly meetings to ensure all the requirements of clients are met.

### Store Manager Aditya Birla Fashion and Retail

06/2014 - 10/2016

#### Tasks

- Developing store strategies to raise customers' pool, expand store traffic and optimize profitability.
- Meeting sales goals by training, motivating, mentoring and providing feedback to store staff.
- Ensuring high levels of customers satisfaction through excellent service.

## EDUCATION

### Master of Business Administration Srinivas Institute of Management Studies

07/2012 - 06/2014

#### Courses

- Specialisation in Marketing and Finance

### Bachelor of Business Management Rosario Institute of Management Studies

06/2011 - 05/2014

#### Courses

- Specialisation in Finance Studies

## SKILLS

Good Communication

Negotiations

Lead Generation

Account Management

Market Research

Microsoft Office Suite

Social Media & Email Marketing

Teamwork

Decision Making

## KEY ACHIEVEMENTS

Got campus recruited during the year 2014

Closed the first deal during training period

Successfully launched new products and modules

Clients personally recommend to be their account manager

Prepared help file and training videos for clients

Trained new joiners and took periodical mock tests

Ordered free new devices from the manufacturer for the integration

## LANGUAGES

English

*Native or Bilingual Proficiency*

Kannada

*Full Professional Proficiency*

Hindi

*Full Professional Proficiency*

## INTERESTS

Sales & Marketing

International Business

Digital Media

Presentations