


# MOHAMMED TAHIR MANSOORI

**DATE OF BIRTH:**  
20 Jul 1989


## CONTACT

Nationality: Indian

Gender: Male

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## WORK EXPERIENCE

**1 FEB 2021 – CURRENT** – Mumbai, India

### Technical field sales representative

Telture Solutions Pvt Ltd

Telture solutions provides you with a wide range of computer telephony solutions with the motive of upgrading the quality of every organisation. Telture Solutions deal with products like Voice Loggers, Interactive Voice Response(IVR) Solutions, Call Center Solutions, Call Accounting Softwares, Telephony Cards, Gateways, etc.

#### Key Responsibilities:

- Generating business opportunities also taking care of generated business opportunities and converting them into sales revenue. Maintain a dealer network, also approach direct customers.
- Promoting the brand Voitekk through Dealers, Distributors, AMC's and also through commercial (Stoke-Brokers, Financial Institutions, Education, Hotels, Hospitals & Manufacturing Units).
- Train demonstrators on product knowledge, completing sales goals, and customer service.
- Converting the business leads to sales revenue to achieve the sales target assigned.
- Focusing on large scale commercial scope to accelerate the business revenue.
- Planning out conceptual selling to generate more business leads.
- Provide technical support to clients at 3 levels: Level 1 starts with questions regarding functionality and environments. Level 2 deals with manual intervention through remote support. Level 3 involves code modification for resolution of application errors and bugs.

#### Techno Commercial Operations:

Responsible for interactions with the Client for making proposal/ offer with key differentiators. Delivering presentations to prospective clients. Understanding the client's needs / enhancements and coordinating with internal teams for necessary customization of the product to provide solutions accordingly.

**1 DEC 2019 – 1 APR 2020** – Mumbai, India

### Business development executive

Network Techlab Pvt Ltd

Network Techlab (I) Pvt Ltd is an IT Consultant & Service Provider. NTIPL has been serving Mumbai (India) all size businesses for over 18 years we basically deal with the physical products of the computers. We offer Computer Network Design, Security & Maintenance Solutions, WI-fi (wireless) Networking Solutions, Security Solutions like Firewall, Anti-virus and Data Encryption Solutions. We also offer Data Storage Solutions & Information Systems Audit.

#### Key Responsibilities:

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- Generating & responding to sales inquiries from new and existing customers.
- Delivering presentations of the company products.
- Selling products and services to members with product information and presentations.
- Meeting annual sales goal and targets.

- Strategy formation and planning.
- Lead Generation & Cold Calling.

**1 AUG 2017 – 31 AUG 2019 – Mumbai, India**

### **Team manager**

Voitekk Softsol Pvt Ltd

Voitekk Softsol Pvt. Ltd. is a well-established business solutions company which provides solutions to IT Infrastructure development and support, headsets supplies, software development, Dialer software products, networking and telecom solutions and Business Process Management (BPM/BPO) to prospective client's business processes.

#### **Key Responsibilities:**

- Generating business opportunities also taking care of generated business opportunities and converting them into sales revenue. Maintain a dealer network, also approach direct customers.
- Promoting the brand Voitekk through Dealers, Distributors, AMC's and also through commercial (Stoke-Brokers, Financial Institutions, Education, Hotels, Hospitals & Manufacturing Units).
- Train demonstrators on product knowledge, completing sales goals, and customer service.
- Converting the business leads to sales revenue to achieve the sales target assigned.
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- Provide technical support to clients at 3 levels: Level 1 starts with questions regarding functionality and environments. Level 2 deals with manual intervention through remote support. Level 3 involves code modification for resolution of application errors and bugs.

#### **Techno Commercial Operations:**

Responsible for interactions with the Client for making proposal/ offer with key differentiators. Delivering presentations to prospective clients. Understanding the client's needs / enhancements and coordinating with internal teams for necessary customization of the product to provide solutions accordingly.

**1 AUG 2014 – 31 JUL 2017 – Mumbai, India**

### **Marketing Engineer**

Xtend Technologies Pvt Ltd

Xtend Technologies Headquartered in Cochin, since 1997, Xtend has developed a broad spectrum of products and solutions for the telecommunication industry. The series of innovative products since inception includes Interactive Voice Response, Voice logger, Outbound dialer, Call center solution, Mobile logger.

#### **Techno Commercial Operations:**

Responsible for interactions with the Client for making proposal/ offer with key differentiators. Delivering presentations to prospective clients. Understanding the client's needs / enhancements and coordinating with internal teams for necessary customization of the product to provide solutions accordingly.

#### **Key Responsibilities:**

- Promoting the brand Xtend through Dealers, Distributors, AMC's and also through commercial (Stoke-Brokers, Financial Institutions, Education, Hotels, Hospitals & Manufacturing Units).
- Performed product demonstration and explained its features and benefits to customers.
- Converting the business leads to sales revenue to achieve the sales target assigned.
- Responsible for identifying leads & sales opportunities to develop business in the assigned region.
- Develop business through channel management (Distributors/Dealers) to improve productivity.
- Responsible for achievement of customer acquisition and revenue targets for the assigned area.
- Provide technical support to clients at 3 levels: Level 1 starts with questions regarding functionality and environments. Level 2 deals with manual intervention through remote support. Level 3 involves code modification for resolution of application errors and bugs.
- Taking Care of Installation and Troubleshooting of Voice Logger, Dialers which supports Various Types of EPABX like Matrix, Panasonic, Avaya, Siemens etc.
- Performed product demonstration and explained its features and benefits to customers.
- Provide technical support to clients at 3 levels: Level 1 starts with questions regarding functionality and environments. Level 2 deals with manual intervention through remote support. Level 3 involves code modification for resolution of application errors and bugs.

## EDUCATION AND TRAINING

**20 JUL 2010 – 31 JUL 2013** – P-51, M-Sector, Additional MIDC, Bhusawal Road,, Jalgaon-425003, (MS) India., Jalgaon, India

### **Bachelor of Engineering in Electronics & Telecommunication**

Godavari College of Engineering, Jalgaon

<http://godavaricoejal.ac.in/>

**1 JUL 2007 – 30 JUN 2010** – 8, MH Saboo Siddik Polytechnic Rd, New Nagpada,, Byculla, Mumbai, Maharashtra, Mumbai, India

### **Diploma in Industrial Electronics**

M.H. Saboo Siddik Polytechnic

<http://mhssp.org/>

## LANGUAGE SKILLS

**MOTHER TONGUE(S):** Urdu / Hindi / English

**OTHER LANGUAGE(S):**

**English**

**Listening**  
C2

**Reading**  
C2

**Spoken  
production**  
C1

**Spoken  
interaction**  
C1

**Writing**  
C2

## DIGITAL SKILLS

Outlook / Microsoft Word / Microsoft Powerpoint / Microsoft Excel /  
Google Drive / Skype / Microsoft Office / Facebook / Google Docs /  
Power Point / LinkedIn / Zoom / Organizational and planning skills /  
Team-work oriented / Motivated / Analytical skills / Good listener and  
communicator / Decision-making / Creativity / Critical thinking /  
Presenting