

AKBAR QURESHI

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Personal Summary

I am keenly interested in innovative, result-oriented projects and seeking challenging opportunities and to utilize my technical knowledge to accomplish the goal of the industry.

Skills

- Team Development
- Client Relationship Management
- Leadership
- Communication and Presentation
- Market Analysis

Experience

SENIOR EXECUTIVE BUSINESS DEVELOPMENT

Doview Holidays India Pvt Ltd, Chennai

June 2024 - Oct 2024

- Assessing client needs and preferences.
- Providing advice on travel options, including destinations, accommodations, and activities.
- Creating detailed itineraries.
- Coordinating travel arrangements hotels, car rentals, and tours.
- Promoting travel packages and services to potential clients.
- Building and maintaining relationships with clients to encourage repeat business.
- Maintaining records of client interactions and transactions.
- Managing schedules and ensuring timely communication.

SALES MANAGER

Flying Stars Informatics P Ltd, Kondapur, Hyd.

June 2023 - Dec 2023

- Lead a team with sales representatives, consistently surpassing monthly sales targets
- Developed and executed sales strategies
- Implemented a customer relationship management (CRM) system, improving communication and collaboration within the sales team
- Conducted regular training sessions to enhance the skills and product knowledge of the sales team

BUSINESS

June 2021 - June 2023

BUSINESS DEVELOPMENT OFFICER

Makers Of Milkshake Pvt Ltd,

Hyderabad and Bangalore

2016 - 2020

- Identifying target demographics and potential new markets for milkshake consumption
- Developed new and innovative flavors to attract customers
- Collaborated with influencers and local events to increase brand visibility and reach a wider audience
- Implemented effective marketing strategies, both online and offline, to promote milkshakes
- Focused on providing an exceptional customer experience
- Ensured consistent quality to build a strong reputation and customer trust
- Implemented quality control measures in the production process
- Adapted strategies based on market trends and consumer feedback

ASSISTANT MANAGER

Globus Stores Pvt Ltd, Hyderabad

2010 - 2015

- Ensured customer satisfaction by assisting customers with inquiries, addressing concerns, and providing a positive shopping experience
- Trained and supervised staff to deliver excellent customer service
- Assisted in setting sales targets and goals for the store
- Managed inventory levels, ensuring accurate stock levels and minimizing losses
- Coordinated with the manager to implement effective merchandising and restocking strategies
- Worked with the visual team to create appealing displays and product presentations to attract customers
- Ensured store layout adheres to the brand's standards

Educational History

Jayamukhi Institute of Technological Sciences (2006 - 2010)

Bachelor of Information Technology with 68%

Narayana Junior College (2004-2006)

Board Of Intermediate Education with 80%

Hari Krishna High School (2004)

Secondary School Certificate (SSC) with 82%

Interests

- Technology and Innovation
- Outdoor Activities
- Community Engagement
- Travel
- Fitness and Wellness
- Cooking

Languages Known

- English
- Hindi

- Telugu

Personal Information

Name: Akbar Qureshi

Date of birth: 10 July 1989

Father's Name: Abdul Allam Qureshi

Languages known: English, Telugu, Hindi.

Nationality: Indian

Permanent Address: SR Nagar, Hyderabad

Declaration: I hereby declare that all the information that I have provided is true based on my knowledge.

Regards,

Akbar Qureshi