

MD ASLAM ANSARI

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Post applied for : Sales Executive
Total Experience : +4 Years.
Experience in India : Vishal Engineering & Construction Company Ltd, Danir Engineering, & Teribeni Construction Ltd.
Industry : Construction & Engineering.

Professional Skills:-

- To work in a challenging and result oriented position, which can give me better opportunities to utilize my present capabilities, enhance my knowledge base and skill for future establishment with continual improvement in organization.
- Ability to concentrate for long period of time, willingness to confront difficult problems and the will to perform under pressure
- A highly competent and multi skilled professional with excellent interpersonal and communication skills, competent to work in highly diverse environments with people from varied backgrounds

Professional Skills:-

- ✓ Tally ERP 9.0 Software
- ✓ MS OFFICE (Word, Excel, PowerPoint)
- ✓ Knowledge of Sales Tax, TDS, Excise, Service Tax
- ✓ Knowledge of GST & VAT
- ✓ Internet Explorer & MS Outlook
- ✓ Team management

Academic Qualification:-

- Master Of Commerce from Kolhan University
- Bachelor Of Commerce from Kolhan University
- Class 12th from Co-operative College, Jamshedpur.
- Class 10th from Govind Vidhalaya (C.B.S.E New Delhi).

Experience:-

Terbeni Construction Ltd (Kolkata)

Sales Executive

28th July 2019 to till now

Essential Duties and Responsibilities:-

- Representing the company in various exhibitions and trade fairs.
- Launching and distributing several products.
- Recruiting, interviewing and training several sales staff.
- Boosting sales in my department every month.
- Researching the market on a regular basis for related products.
- Arranging several effective client demonstrations.
- Liaising with the suppliers in order to make sure that existing orders increase.
- Recorded and administered on sales and forwarded them to the relevant department

Vishal Engineering & Construction Company Ltd (Kolkata)**Sr. Sales Executive****07 August 2017 to 15th July 2019****Essential Duties and Responsibilities:-**

- Created a sales reporting and performance evaluation system.
- Worked with start up to create sales funnel.
- Monitored and reviewed the performance of sales department with an eye on making recommendations
- Monitored sales levels and arising patterns so as to predict any potential pitfalls.
- Managed elaborate sales processes.
- Provided clients with great quotations.
- Wrote detailed sales forecast for the company managers which proved very effective
- Communicated any new products to our customers.
- Created professional sales script.

Danir Engineering (Jamshedpur)**Sales Executive****15th November 2014 to 19th January 2017****Essential Duties and Responsibilities:-**

- High Knowledge and understanding of Financial Markets.
- Strong written and oral communication skills.
- Strong domain expertise in the areas of Sales force.com or data integration.
- Problem Solving / Decision Making - Ability to identify and understand issues, problems, and opportunities; using effective approaches for choosing a course of action or developing solutions.
- Proven experience at identifying and developing client relationships and business.
- Candidate must have experience in an affiliate sales distribution environment.
- Strong leadership skills – ability to take the initiative in implementing processes, instructing and motivate others where necessary.
- Distribution experience within the European Television industry and market is preferred.

Personal Details:-

Date of birth	:	13-07-1990
Father's name	:	Md Sohail Ansari
Nationality	:	Indian
Religion	:	Islam
Gender	:	Male
Marital Status	:	Single
Languages Known	:	English, Hindi and Urdu.

Passport Information

Passport No	:	M1746216
Date of Issue	:	16-10-14
Date of Expiry	:	15-10-24
Place of Issue	:	Ranchi

Inquest Have: I hope you will consider my application and give me a chance to work under your able guidance assure you that entire satisfaction of my superiors declare that above information provide is true to the best knowledge.

Date:

Signature: Md. Aslam