

**AJMAL HARSHAD M****☎ : +971582130125****Email : [ajmalharshad@gmail.com](mailto:ajmalharshad@gmail.com)****Current Location.**

Al Khail Gate 1

Al Quoz Area, Dubai.

**Personal Data.**

Gender : Male

D.O.B : 25-dec-1993

Marital status : Single

Nationality: Indian.

**Visa Status.**

Visa : Visit Visa

Validity : 04-May-2021

**Driving License.**

India : 10/8114/2012

**Language Known.**

Malayalam (RWS)

English (RWS)

Tamil (S)

Hindi (S)

**PROFILE SUMMARY**

Having 3 years of experience in Sales and Marketing, I was into Steel industry and I have Completed MBA with the specialization of Marketing and Finance,

To work for an organization which provides me an opportunity to improve my skills and knowledge, at the same time utilize my efforts for the achievement of organizational objectives.

To be an expert in my area of work, with a passion for challenges, innovation and working with people and communities,

Seeking a role, where I will be able to apply my skills to render a task allocated time in an effective and efficient manner,

**PROFESSIONAL EXPERIENCE****➤ KUMMENCHERY STEELS, Ernakulam, India.**Worked as **Area Sales Officer,**

Tenure of service: March 2020 – January 2021.

**➤ GEORGE AND COMPANY, Thrissur, India.**Worked as **Business Development Executive,**

Tenure of service: May 2018 – FEB 2020.

**Achievements:**

Target achieved in pipe division on the period of 2019 - 2020

**Duties and Responsibilities,**

- Generating business leads and following up on sales opportunities.
- Cold calling potential customers and building relationship.
- Establishing customer needs and selling products accordingly.
- Working to monthly sales targets.
- Arranging meeting with clients and carrying out product demonstration.
- Following up swiftly on sales enquiries and sending out information.
- Researching the market and identifying potential target customers.
- Attending industry events in order to generate business.
- Presenting the product or service favorably and in a structured professional way face-to-face.
- Gathering market and customer information.
- Advertising product, service and promote them to customers.
- Payment collections.

## SKILLS AND ABILITIES

### Relationship/Business Development,

- The capability to flourish in a competitive environment and a good level of numeracy.
- An energetic self-motivating and hardworking individual with wide range of experiences in all aspects of marketing/administration.
- Fast learner and ability to work with minimum supervision.
- An effective communicator at all levels within an organization, Proficiency in IT and fluency in English.
- Have a quality for adopting new concepts and ideas of business.
- Positive attitude toward learning.

### Technical Skills,

- MS Office, MS word, MS Excel, Photoshop.
- Windows 7, 8, 10.
- HTML, C++, JAVA.
- Tally ERP 9.0.
- SAP FICO.

## PERSONAL STRENGTHS

- Ability to work as individual as well as in a group, excellent communication skills.
- Excellent ability to sort, check, count and verify numbers.
- Good analytical and problem solving skills.
- Ability to cope up with different situations, highly trustworthy, discreet and ethical.
- Friendly, ability to co-ordinate.

## EDUCATION

- MBA- Marketing and Finance at R V Institute of Management, Bangalore, under Bangalore University, 2015 to 2017.
- B B A (CA) at Hindusthan College of Arts and science, Coimbatore, under Bharathiyar University 2012 to 2015.

### Academic Projects and Programs,

- Case Study on Innovative Marketing Strategy Used By Maruthi Suzuki – Nexa, Bangalore.
- A Study on Direct Marketing Adopted By Cutting Edge Solutions, Bangalore.
- Students Conclave on Enhancement of Quality and Innovations.

### Reference,

Upon Request,