## Resume

Mohammad Rameez

#21,sikandri sarai

Railway station

Bhopal-462010

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**Career Objective**

To work in a learning environment that would allow me to contribute to the growth of my knowledge and skills; and also to further enhance them thereby adding value to my proficiency.

**Core Competencies**

* Good Communication skills.
* Quick decision making skills.
* Multitasking.
* Good team management skills.
* Have patience and stamina.

**Organizational Experience**

**Prominance Upvc Window System.**

**10 April 2019 – Till present**

**Assistant Manager Sales & marketing .**

**Responsibilities:**

* Handle north MP region for support Fabricator & Planned, implemented, and managed individual marketing and sales plans.
* Utilized human relations, communication.
* Responsible for identifying client needs while researching ways to improve the quality of their services.
* Generated interest from customers by conveying key product benefits of prominence upvc window.
* Strength Relationships with existing customers to increase additional products by value statements, showing benefit to the clients.
* Developed and managed leads through self- sourced communication.
* Handling project sites and meet builder and architectures to discuss the detail abt prominance upvc window
* Contacted new and existing sites to discuss how their need could be meet for for product and services
* Cold call for construction sites and meet engineer & owner to use UPVC window.
* Handle some existing projects to manage his requirement fulfill.

**Asian paints**

**13th Feb. 2017 – 5 April 2019**

**Sales officer.**

**Responsibilities:**

* Planned, implemented, and managed individual marketing and sales plans.
* Utilized human relations, communication.
* Responsible for identifying client needs while researching ways to improve the quality of their services.
* Generated interest from customers by using asian paints adhesive product.
* Strength Relationships with existing customers to increase additional products by value statements, showing benefit to the clients.
* Developed and managed leads through self- sourced communication.
* Handling channel sales and project sales and meet contractor,builders also.

**Euniversal ads media pvt ltd.**

**11 Jan. 2016– 10 Feb. 2017**

**Business Development Manager .**

**Responsibilities:**

* Design build and maintain social media presence, Google Adword, Digital banner ad ,Google virtual tour,Google map & website development
* Analyze market trends and recommend changes to marketing and business development strategies based on analysis and feedback
* Drive overall CRM and direct marketing
* Plan and execute all web, SEO/SEM, marketing database, email, social media and display advertising campaigns
* Design print ads and publications. Engage consumers on social media
* Expand product solutions and offerings

**Bharti Airtel**

**2nd Jan 2013- 24 Dec 2015**

**Team leader**

**Responsibilities:**

* Interact with clients; understand their needs to service them effectively
* Convincing client to use Airtel broadband and lease line.
* Connection activation with proper documentation.
* Planning for Airtel broadband and postpaid advertisement in local markets
* Give the training for new field executives
* Provide overall business intelligence and reporting support to higher level management for decision making.
* Project planning; execute the planning as per the organisation goal.
* Take the proper feedback from the client end

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| --- | --- | --- | --- | --- |
| **ACADEMIC QUALIFICATIONS** | | | | |
| **EXAM / DEGREE** | **YEAR** | **NAME OF INSTITUTE** | **UNIVERSITY / BOARD** | **PERCENTAGE** |
| **M.B.A** | 2015 | Malhotra college of management | B.U. Bhopal | **65.00%** |
| **B.B.A** | 2013 | Bonnie foi college | B.U.bhopal | **69.00%** |
| **D.C.A** | 2010 | Ambey Computer institute | MP govt. | **Grad A** |
| **12th** | 2008 | G.B. convent H.S.school | M.P.board | **69.00%** |
| **10th** | 2006 | G.B. convent H.S.school | M.P.board | **60.00%** |

**Achievements**

* Awarded for the good operations handling in Bharti airtel.
* Awarded as the college representative in Bonnie foi college.
* Among the top rank holder throughout my academics.
* Awarded as the best employee in asian paints adhesive
* Achieve to cross target in all over india month of jan 18

**Computer skills**

* MS- Office
* Basic Internet fundamentals

**Hobbies**

* Internet surfing.
* Listening music

**Personal Details**

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| --- | --- | --- | --- |
| Date of Birth | : | 5th August, 1992 | |
| Sex | : | Male |
| Blood Group | : | B+ |
| Marital Status | : | UnMarried |
| Languages | : | English, Hindi& Urdu |

Date:-

Place: - (Signature)