**Md Waris Heyat**

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***In quest of a position in Business Management that offers a growth opportunity in Business Development / Marketing & Sales with an organization of high repute.***

**Professional Profile**

* .I have worked with **AL DAWAA PHARMACY PVT LTD as a Store Keeper at SAUDI ARABIA from SEP 2015 to 2018.**
* **Current Work Roll .**
* **Store Personnel,Merchandise,store policies,employee schedules ,product knowlege,product trainning,product stock checking,interpersonal skills handling sales team,meeting arrangment with team and upper managemnt,coustomer queires ,store cleanning,maintaining a healthy work enviornment and find a creative ideas for company sales and marketing.alwayas maintain a positive attitude.**
* Expertise in tapping prospects, analyzing their requirements, rendering guidance to the clients and negotiate (commercially) for the orders.
* An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities.
* Self-motivated and a go getter with a flexible attitude to adjust in diverse condition.
* **Working Experience**

**;;SR Medical Representative From may 2010 to june 2013 at S N PHARMA .GAYA BIHAR.**

* **Job Resposibility:**
* As a asst manager its my duty manage every thing like,
* Retail Merchandising, Recruitment & Retention , Operations
* Store Planning & Design ,Team Leadership ,Coaching and Mentoring
* Profit and Loss , Loss Prevention , Personnel Training and Development
* Comunicate with Human Resource & Upper level mangement
* Mnagement of materials,Mangement of people,Day to Day planning,
* Storage of Materials ,Storage of finishing produts,
* Over all design operation process,Design of plant structure,Use of facilities Location.
* Every time to keep self motivate ang working with my collegues and giving them a motivation training and keep maintaing a helathy work enviornment with ver posative confidence.

 **Marketing**

* Managing marketing activities for promoting the products & achieving business goals & increased sales growth.
* Driving business growth through identification & penetration of new market segments for attainment of periodical targets.
* Forecasting monthly/annual sales targets and executing them in a given time frame.

**Sales**

* Overseeing the sales & marketing operations, thereby achieving increased sales growth across region.
* Tracking market/ competitor trends to keep abreast the changing client’s requirement/ expectations.
* Preparing sales & regional marketing plans for promoting various products.

**Key Account Management**

* Identifying prospective clients from the various sectors and generating business from the existing clients by delivering need based business solutions.
* Ensure speedy resolution of queries & grievances to maximize client’s satisfaction level.

**Commercial Operations**

* Coordinating with the documentation department.
* Controlling the collection of payment.

**Team Management**

* Keeping a close check on the market information (people movement, account movement, industry information) & ensuring adherence to the norms of the company.
* Ensure quality team work by providing proper training and motivating the sales team time to time regarding the sales management function to achieve optimum result.

**Strengths:**

Possess Strong work ethics, positive attitude.

* An active team player with excellent communication, and ability to support and sustain a positive work environment that fosters team performance.
* Pivotal in understanding the way to relate self-behavior to team behavior.

**: KEY SKILLS AND COMPETENCIES**

Able to manage escalations, issues and risks.

 Experience of dealing with emotional and stressful situations.

 Can motivate others through effective communication skills.

 Able to deal with hostility in the form of verbal and physical aggression.

 Ability to work independently in busy environment.

 Highly developed dexterity, co-ordination and palpation skills for assessment.

 Fully aware of fire, health & safety and other departmental policies.

 Flexibility to work weekends on rotational basis.

**Academia**

* Bsc from Magadh University. Bihar india
* 12th from BIEC BIHAR .
* 1Oth from BSEB BIHAR

**IT Skills**

Well versed in MS-office, Internet Applications.EXCEL.

**LanguagesKnown:**English, Hindi, Urdu, Arabic

**Hobbies: s**Net Surfing, Travelling, Cricket & Cooking

**Personal Vitae`**

Date of Birth            : 10/12 1985

Marital Status : Married

Passport : **N3170397**

Gender  **:** Male

Nationality : Indian

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