 **SYED ABUZAR MANZAR**

D.O.B 20/01/1993

Nationality Indian

Location Sharjah

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Passport No R1902655

Marital Status Single

Languages English, Hindi and Urdu

**MY BRAND STATEMENT :-**

With Over 3 Years of progressive experience in Sales, Marketing & Business Development,

I’m highly motivated, confident individual with exceptional networking and people skills. Hardworking with excellent learning capabilities who can handle small as well as large clients, Can communicate effectively with people from diverse backgrounds and would be an asset to any employer who respects loyalty and responsibility.

**OBJECTIVE :-**

Keen to find a challenging position within an ambitious employer where I can utilize my skills to achieve the desired goals of the company and be able to enhance my management skills and grow as a passionate professional. Willingness to work across departments to achieve company’s vision.

My dream is to work in UAE because it is one of the most emerging country in the world.

**WORK EXPERIENCE :-**

**1) Quality Gulf Co. LLC**

**(November19 – Present) – 11 Months**

* Worked as a Store Merchandiser.
* Handle Carrefour outlet – Organize everything in order.
* Sell / Upsell electronic products.
* Explain the different functionality & working of different electronic products.
* Maintain good and healthy relationship with the client / customers.
* Maintain the stock and availability.
* Competiton analysis for growth & development.
* Achieve monthly target of the store.

**Promoted as Merchandiser Cum Supervisor**

* Ordering stocks.
* Making presentations to report on productivity.
* Making presentations on new products and sharing ideas with reporting managers.
* Briefing about the products.
* Making cold calls and fixing appointments for B2B business.

**2) Bharti Airtel**

**(6th April18- 1st Aug19) – 1 Year 4 Months**

* Working as Customer Relationship Officer.
* It is a B2B Job profile of handle sales and services in different corporate account.
* Maintain and develop good relationship with new and existing customer.
* Ensuring team briefing on products and process updates.
* Maintaining required level of sim stock and keep regular track on it.
* Giving a brief induction to HCL Employees about the plans & Schemes.

**3) Justdial.com**

**(August17 - February18) - 6 Months**

* Worked as certified internet consultant.
* Present the business offering and explain benefits of the brand to the prospective clients.
* Provide a demo and explain the advantages and features of the services.
* Explain the contract, its feature, tenure and all terms and conditions to customer in detail.
* Answer the queries raised by the customers.
* Persuade the business owners/managers to enroll with justdial as paid customers for advertising which would enhance their business.
* Upload geo-coded photos to update the profiles on the Justdial database.
* Send Key Parameter Monitor (KPM) report to the reporting managers on a daily basis.
* Submit the contracts to the office with proper documentation.

**LIVE PROJECT / INTERNSHIP :-**

**Jharkhand Gramin Bank - Working Capital**

**(25thNov13 – 8thJan14) - 2 Months**

* Worked for Jharkhand Gramin Bank as a summer intern for 2 months.
* Checking Accounts of Jharkhand Gramin Bank customers.
* Maintaining up to date record in digital application tool.
* Helping Bank customers in resolving their queries.
* Maintaining good relationship with bank customers to sustain them.

**Bharti AXA Life Insurance Pvt. Ltd.**

**(25thMay16 – 30thJune16) - 1 Month**

* Worked as an Insurance advisor.
* Convincing people to buy / invest in Bharti AXA Insurance.
* Recruiting Insurance Agent.
* Explaining the structure and module of Bharti AXA Products & it’s working to agents.
* Mentoring and training agents to achieve desired targets.

**Academic Achievements / Excellence Awards :-**

* All India Camel Colour Contest : 1998
* All India Camel Colour Contest : 2002
* Won 1st Prize in Relay Race : 2002
* Won Pratibha Samman by Prabhat Khabar for topper in BBA Part 2 : 2014
* Volunteer in All India Commerce Conference : 2015
* Won Mr. Fresher Award : 2015
* Won 2nd Prize in Acting Competition : 2015
* Won 3rd Prize in MIME : 2015
* Achieved 89% in NHIP Training in Bharti Airtel : 2018
* Top performer in month of December : 2018

**Educational Qualifications :-**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Class/Degree** | **Year of Passing** | **Institute/ School/College & Location** | **Degree/Subject / Specialisation** | **Board/ University** | **Grade** |
| **% CGPA** |
| **MBA** | 2017 | Vinobha Bhave University, Hazaribagh | Marketing/HR | CBCS | 71 |
| **Graduation** | 2014 | Vinobha Bhave University, Hazaribagh | BBA | J.A.C | 71 |
| **Intermediate** | 2011 | Annada College, Hazaribagh | Commerce | J.A.C | 45 |
| **X** | 2009 | St.Stephen’s School, Hazaribagh | Eng,Hindi,Maths,Sci,Sos | CBSE | 42 |

**SKILLS :-**

* MS Office – Power Point, Excel, Word.

**STRENGHTS :-**

* Good Team player.
* Good presentation and public speaking skills.
* Excellent learning capabilities.
* Good organizing and managing skills.
* Able to work under pressure.
* Determined & dedicated towards responsibilities.

**Declaration:** I hereby solemnly declare that the above information cited by me is true and correct to the best of my knowledge.

Date:

Place: **SYED ABUZAR MANZAR**