**FARID **

**Farid.217688@2freemail.com**

**CAREER OBJECTIVE**

## Iwant to prove myself as a reliable person of the organization by utilizing my knowledge, skills & attitude towards the growth of the organization.

**WORK EXPERIENCE**

* **Dynamo Info Technologies Pvt Ltd** Sr. Manager Business Development 5th July 2015 to Present.

 Specific Duties and Responsibilities

* Team Handling
* Generating Sales leads for software product, through Email Campaign Social Media products like (SEO-Search Engine Optimization, SMM-Social Media Marketing, Facebook Twitter, LinkedIn, Instagram, Google plus, Pinterest
* Generate leads for company through database, internet, search engines & other tools.
* Analyzing Client Requirements
* Meeting customers (companies, B-B) located across India and International Countries.
* Demonstration of the software at client place
* Sending quotation
* Cold calling, cold emailing
* Handle inbound prospect calls and convert them into sales.
* Customer identification, call planning, account management and closing.
* Fixing appointments for products demos with clients followed by mailing them presentations.
* Overall performance, maintaining a high degree of customer satisfaction.
* Finalization and closing of sale
* **Jumbo Electronics DUBAI UAE** Retail Sales Manager 21st June 2014 to 29th June 2015.

  Specific Duties and Responsibilities

* Listening to customer requirements and presenting appropriately to make a sale
* Resolve customers complaints, suggestions and queries
* Vendor Management. Stock Checking Asset Management. Look after Store Display and also ensure the stock availability to avoid the stock outs ;
* Responsible for overall store operations
* Acting as a contact between a company and its existing and potential markets;
* Negotiating the terms of an agreement and closing sales;
* Gathering market and customer information;
* Market Research and Analysis Team Management, Inventory Management Controlling shrinkage achieving the daily/weekly/Monthly sale targets , Sales Target and Revenue
* Maintaining high level of Customer Service

##### [**Ceasefire Industries Ltd**](http://www.linkedin.com/company/424917?trk=prof-exp-company-name) **Bangalore Sr. Manager Business Development 21st Feb 13 to 15th June 2014**

 Specific Duties and Responsibilities:

* To generate leads through cold calling, email campaigns, social media networking and personal visits,
* Selling Fire safety Products to Large Government and Public Sector Undertaking like Airport Authority Railways, Defense, Government Secretariats, Fire Services Other Major Central & State Government Office Etc. Participating in Tender
* Setting up appointments with the Managers, CEO, Superintendent, Participation in Tenders Developing Business plans, generating and receiving orders from Government Departments/ Defense Railways DGS&D and similar offices of central and state government. Preparation of Quotation
* Coordination with Customer for Purchase Order and confirmation
* Responsible for new account development and management of all existing large accounts.
* Building a strong public image of the Company in the Region.
* **AEGIS Limited Ahmadabad** Customer Care Executive Nov 2009 to Nov 2010

 Specific Duties and Responsibilities

* Take and engage chats to prospective customers in designated market area to qualify leads and explain type of service or product offered
* Communicate with current and prospective customers using Internet and different software to give information and answer questions regarding current promotions and new or upgraded products

**QUALIFICATION’S SUMMARY**

* PGDBM+MBA in Marketing & Finance (2011- 13) from Sri Bhagawan Mahaveer Jain College Bangalore 64.78%
* BCA in Computer Application & Programming (2007-2009) from North Gujarat University 60%
* HSC XII from Gujarat Higher Secondary Education Board 74.67 %
* SSC X from Gujarat Secondary Education Board 55.00 %

\* Percentage aggregate of Six Semesters MBA.

**CERTIFICATION**

* Toastmasters Certified as a Competent communicator (INTERNATIONAL)
* Disaster Management Certification
* G.C.C English Typing Certification 40 W.P.M

**COMPUTER PROFICIENCY**

* Advanced Excel (V look Up, H Look up, Pivot Table)
* Ms. Office
* Power Point Presentation

**INTERNSHIP / PROJECT DETAILS**

 Birla Sun Life Insurance, Bangalore

From April 2012 to June 2012

Key Results Area

* Organization study
* Studied about Different Department in the company Finance Marketing, and HR Etc.

**SKILLS**

* Excellent communication & Presentation Skill.
* Proficient with computer literate such as Microsoft Word, Power point and Internet, Advanced Excel.
* Able to do various other duties as assigned and as needed.
* Able to work independently
* Strong Sales and customer service skills
* Self-motivated and target oriented.
* Smart , well presented with a positive demeanor
* Ability to learn and develop new selling techniques through innovative technology channel

**EXTRA CURRICULAR ACTIVITIES**

* Acted as a coordinator during cultural activities.
* Class Representative in Graduation

**PERSONAL INFORMATION**

* **Languages known:**

 ENGLISH

 HINDI

 GUJARATI

 ARABIC (Read & write)

* Date of Birth: 05-April-1987
* Driving Licences : Yes
* Nationality : Indian
* Permanent Address : KALOL Dist : Gandhinagar Gujarat