Seeking employment that allows me to grow professionally, while being able to utilize my skills for the betterment of the organization with the best use of my dedication, determination and resourcefulness.

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**WORK EXPERIENCE**

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**Company Name:** Mahidhara projects private limited. (India) Real estate)

Designation: Marketing & Sales Analyst

Duration: 1 year

**Notable contribution:**

* Achieved targets every month.
* Achieved best performance rewards for six months.

**Key Responsibilities:**

* Responsible for generating sales for the company .
* Dealing with 230 channel Partner & encouraging them to focusing on our product.
* Building relation with the channel Partners.
* Helping the channel Partners to close the deal.
* Solving the problem and queries of existing Channel Partners and customers.
* Searching for new Channel Partners in the market.
* Updating the Channel Partners with the latest change on daily basis.
* Making daily call reports and sending them to the seniors.
* Closing deals and generating revenue.

**Company Name:** Excel dwellings pvt, Ltd. (India) Real estate)

Designation: Marketing & Sales

Duration: 6 months

**Key Responsibilities:**

* Liaising and networking with a range of stakeholders including customers, colleagues, suppliers and partner organisations;
* Communicating with target audiences and managing customer relationships;
* Sourcing advertising opportunities and placing adverts in the press - local, regional, national and specialist publications - or on the radio, depending on the organisation and the campaign;
* Managing the production of marketing materials, including leaflets, posters, flyers, newsletters, e-newsletters and DVDs;
* Liaising with designers and printers;
* Arranging the effective distribution of marketing materials;
* Maintaining and updating customer databases;
* Organising and attending events such as conferences, seminars, receptions and exhibitions;
* Sourcing and securing sponsorship;
* Conducting market research, for example using customer questionnaires and focus groups;
* Contributing to, and developing, marketing plans and strategies;
* Evaluating marketing campaigns;
* Monitoring competitor activity;
* Supporting the marketing manager and other colleagues.

**Company Name:** ATZ projects private limited. (India) Real estate)

Designation: Sales

Duration: 1 year

**Key Responsibilities:**

SALES – DIRECT ( B2C )

* Maintain and develop good relationship with customers through personal contact or meetings.
* Act as a bridge between the company and its current market and future markets.
* Gathering market and customer info to enable negotiations regarding variations in price, delivery and customer specifications to their managers.
* Help management in forthcoming products and discuss on special promotions.
* Work on targets.
* Record sales and other information and report the same to the sales department.
* Provide accurate feedback on future buying trends.

**KEY SKILLS**

* Excellent communication skills
* Project Management
* Leadership Skills
* Establish and Maintain Interpersonal Relationships
* Creative Thinking
* Schedule Work and Activities
* Interact with Computers
* Make Decisions and Solve Problems
* Organizing and planning.
* Communicate with Supervisors, Peers, or Subordinates
* Communicate with Persons Outside Organization

**COMPUTER PROFICIENCY**

* MS office.
* BOCA (Business oriented computer applications)
* Excel.
* Power point.

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **Year** | **Stream** | **Name of the Institution, Place** | **Percentage or grade** |
| 2011-13 | MBA+PGPM (Marketing & International Business) | Jain College, Bangalore. | 58% |
| 2008-11 | BBM (Marketing) | Bangalore city college, Bangalore. | 55.64%  |
| 2006 | PUC (Science) | Sri Pratap High school, Srinagar Kashmir. | 51.00% |
| 2004 | 10,JKBOSE | Hussaini Public School, Srinagar Kashmir. | 67.20%  |

**INTERNSHIP / PROJECT DETAILS**

**Summer Internship.**

**HDFC LIFE, Bangalore From: 27thAug2012 -10thOct2012**

**Title of project: Customer satisfaction towards products of HDFC.**

**Key Results Area**

* Responsible for bringing in clients, attending telephonic and walk in enquiry and follow ups.

Liaised with customers and effectively dealt with customer.

**Project details**

* Study of International Strategies of ZARA.
* An organizational study at McDonalds Vs. KFC Bangalore.
* Project on the comparison of Garuda and Forum mall.
* Customer satisfaction towards J&K Bank Bangalore.

**EXTRA CURRICULAR ACTIVITIES**

* Organized a Kashmiri shawl stall at college cultural function.
* Quarter finalist in college Cricket tournament.
* Participated in College fresher's day.
* Learned Basic German language.
* Part time modelling.

**ACHIEVEMENTS**

* Taekwondo yellow belt at state level.
* Won second place in inter college fashion show at Symbiosis college Bangalore.

**HOBBIES**

* Travelling and socialising.

**PERSONAL INFORMATION**

* Languages known: English, Hindi, Urdu, and Kashmiri.
* Date of Birth: 25-05-1988.



**Gulfjobseeker.com CV No:** **1490664**