**MOHAMED ABZAL – CV No. 1996182**

**Age :** 24

**Professional Profile**

A dedicated and a results-driven experienced professional with a good background, Possesses excellent interpersonal, communication and negotiation skills and the ability to develop and maintain mutually beneficial internal and external relationships. Enjoys being part of a successful and a productive team, and thrives in highly pressurized and challenging working environments.

**Objective**

To be employed at a challenging environment in the state, which would challenge me to broaden my knowledge and sharpen my skills and abilities to the fullest for the benefit of the organization which will further advance my career prospects.

**Work Experience**

**Currently working as a Student Counselor at PATHE ACADEMY**

* establishing a relationship of trust and respect with students
* helping clients towards a deeper understanding of their concerns
* attending supervision and training courses
* working to agreed targets in relation to client contact
* enrolling students a certain criteria which they looking forward

**Worked as a Call Center Executive at Khepri International (Pvt) Ltd.** ( Feb- Augest )

* Make sales calls to prospective customers from various countries and different cultures.
* Working closely with customers to resolve their enquiries with 100% satisfaction.
* Meet calls and sales targets set by the lead, while working with a friendly Tele-sales team.
* Maintain and manage customer contact lists to include future follow up.
* Creating attractions by promoting benefits and features.
* Tele-marketing on promoting the service to gain new customers.
* Working with sales force to maintain and grow existing customers.

 **Worked as a Marketing Executive at Asia Exhibition & Convention** ( **Duration :** 1 year )

* Event handling
* Ground planning
* Planning & implementing marketing activities across all online & offline
* Setting up new marking strategies.
* Generating sales leads.
* Managing customer relationships.
* Logging and progressing all new leads / potential sales enquiries.
* Writing new marketing material & website content.
* Assisting with campaign building, press releasing & promotional copy
* Making sales calls and handling enquiries from potential customers.
* Involved in the online, web and email marketing campaigns

 **Worked as a Seniour Sales Executive at Biveta Holdings (Pvt) Ltd.** ( **Duration :** 1 Year )

* Follow up with sales and to assure the correct and timely delivery of goods.
* Attending in market analysis of related products and research meetings.
* Coordinating with sales on delivery related issues to provide correct update for the Senior Officials/management.
* Handling invoices for delivered and pending orders of customers.
* Providing product knowledge to customers.
* Responding to phone enquiries and incoming emails.

**Strengths and Abilities**

* Possess a creative, outgoing, quick learning and exceptionally positive personality.
* Ability to effectively implement and accomplish assigned tasks before deadlines.
* Well organized and results-driven, with an ability to prioritize work efficiently.
* Preferred knowledge and experience in the field, with a proven ability to suggest improvements and produce perfection on negotiations and recommendations.
* Possess excellent insight, concentration, and initiative to plan ahead in working on projects.
* Calm and ability to work within a busy and demanding team, under minimum supervision
* Good level of numeracy and Good at juggling tasks with higher level of confidence.

**Academic Qualifications**

**ICBT City campus, Colombo 04**

* Reading for a Bsc. Hones Degree in Business Information system and Management.
* Successfully completed the Higher National Diploma in General IT & Software Engineering.

**High School : ROYAL COLLEGE, COLOMBO-07**

Successfully completed GCE O/Level **(2008)** and GCE A/Level in Commerce Stream **(2011)**

**Co Curricular Activities**

* **Leadership Positions Held**
* Vice president of the Dramatic Society (2011)
* Treasurer of the Islamic Society (2010-2011)

**Extra-Curricular Activities**

* Member of the school Media Unit.
* Member of the school Commerce Society.

**Other Skills**

**Fluency in Language**

* Excellent command in English - Reading, Written and Spoken.
* Excellent command in Tamil- Reading, Written and Spoken.
* Excellent command in Sinhala- Reading, Written and Spoken

**Reference can be provided on Request**

I do hereby certify that all the above information furnished by me is true and accurate to the best of my knowledge.

Thank You,

Mohamed Abzal.

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| **MOHAMED ABZAL – CV No. 1996182**To interview this candidate, please send your company name, vacancy and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php> addressing to HR Consultant on cvcontacts@gulfjobseekers.comWe will contact the candidates to ensure their availability for your vacancy and send you our service HR Consulting Fees quotation for your approval. Whatsapp +971504753686\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |