**WAZHUL**

[**WAZHUL.337064@2freemail.com**](mailto:WAZHUL.337064@2freemail.com)

To work in an interactive, competitive & progressive environment that utilises my technical know-how-cum marketing and servicing experiences in order to achieve excellence whatever I do and to achieve job satisfaction so as to attain professional growth.

**PROFESSIONAL PROFILE:** A dynamic professional with over 05 years experience in Strategy Planning, Business Development, Distribution, Marketing, Product promotion in diverse industries. A keen planner with proven abilities in devising strategies to augment business, streamline distribution networks, promote product for business excellence. Verifiable year on year success in achieving revenue and business growth objectives in highly competitive environments. Successful in building relations with upper level decision makers: seizing control of critical problem areas and delivering on client commitment. Excellent interpersonal communication and organizational skills with proven abilities leading motivated teams towards achieving organizational goals.

**AREA OF EXPERTISE:**

Strategy Planning Business development Product/Service Promotion

Distribution Client relationship Management Marketing

Operation Management New Market Development

***Key Result areas***

**Responsibilities:**

* Generation of sales and collection of dues in the assigned territory and undertake developmental processes to support long term sales growth.
* Organizing promotional campaigns for our products and looking after their smooth functioning.
* Providing feedback to Head Office on the product performance, lost order cases, competitor activities and latest trends in the market for helping in evolving competitive strategy.
* Forecasting sales in the assigned territory (both in terms of volume and models required) so as to match supply as per demand, ensuring control on inventory and ensure billing skew is as per the norms.
* Dealer & sub dealer appointment in appropriate areas as per requirement.

***Organizational Experience***

*1.* Working with **Willstrong Solutions Pvt Ltd, New Delhi** as Asst Mgr Sales from Oct.’2011 till date.

*Academic Credentials*

* M.B.A. from Singhad Business School, Pune , Specialization in Marketing,
* in year 2011.
* Bachelor in Commerce from Lucknow University, Lucknow (Uttar Pradesh)

in year 2004.

###### SOFTWARE SKILLS:-

1. Operating system: - Windows 7, Windows XP.

2. Microsoft office: - Word, Excel.

***Personal vitae***

**Date of Birth :** 20th Jan, 1987

**Current Address :** 13, GF-1, Shakti Khand-3, Indirapuram. Ghaziabad (U.P.)

**Marital Status** **: Un** Married