**Curriculum Vitae**

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**SHAHBAZ**

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**CAREER OBJECTIVE:**

To grow as a professional and learn new expertise in the field of management which will be fruitful in solving practical business problems and help the organization and me to soar new heights.

**Area Of Expertise:**

* Marketing
* Sales & Business Development
* Team Handling
* New Client Acquisition
* Sales Promotion
* Customer Service

**PROFESSIONAL WORK EXPERIENCE:**

**1)** Working in **Jumbo Electronics Company Ltd LLC** as

a Sales Advisor.

**(Currently Working as Acting Section In charge)**

Joined on May 7th, 2014 - present date. **( 2 Years 9 Month )**

**OVERVIEW OF CURRENT JOB: (Acting Section IN Charge)**

* Supporting the Store Manager and Team in all aspects of the work.
* Working as a acting Section In Charge.
* Assisting with all the documentation of store.
* Handling the store in absence of store Manager.
* Achieving the Targets on individual basis as well as a team.
* Merchandising and implementing new layouts on regular basis.
* Keeping track of competitor’s lineup and promotion on regular basis.
* Keeping track on the fast moving SKU stock statement and arrangement
* Providing the Team with proper knowledge of new products and line up in the category.

**2)** Worked as a **Business Development Executive** in **(IPITM)**

Indian Pacific Institute of Technology and Management.

Joined on 9th of October, 2012. **(1 year 1 month)**.

**OVERVIEW OF JOB:**

* Generating Leads and fixing appointments for through cold calling.
* Organizing Marketing Campaigns for Promotion of IPITM Educational Courses.
* Organizing presentations and seminars in office to different group of prospets.
* Handling Customer Queries & Providing adequate solution.
* Building relationships with clients and providing them best service and experience.
* Achieve monthly Targets.
* Providing service to Existing Customers.

**Summer Internship project:**

Company Name: - SMC Global Securities,

Duration: - 2 months from 26 April-18 June.

Project topic: - Analysis of risk profile of existing clients in SMC global securities

**ACADEMIC QUALIFICATIONS:**

* I.C.S.E completion in the year 2006 from ST Thomas Boys School, Kolkata.
* I.S.C completion with in the year 2008 from ST Thomas Boys School, Kolkata.
* B.COM **(Honours in Accountancy)** completion in the year 2011 from Calcutta University.
* **PGDM/MBA** completion in the year 2013 from Galgotias Business School.
* Successfully qualified and completed **Toyota sales education foundation programme.**

**COMPUTER PROFICIENCY:**

Professional hand on Microsoft office.

Oracle: Fundamentals of Oracle JD 9.1, Oracle POS.

**CURRICULAR ACTIVITIES:**

* Done job in expo mart as freelancer on the post of ( assistant Floor manager).
* Managed collage fest event as an event coordinator.
* Worked in the Formula 1 event of Buddha circuit in greater noida as a supervisor.

**AWARDS AND ACHIVEMENTS:**

* Was a part of work shop on merger acquisition conducted by professor of German University.
* Nominated by college and successfully completed marketing symposium organized by collage.
* Attended seminar in human resource organized by FICCI.
* Inter school cricket winning team member for 2 years.
* Inter school football winning team member for 1 year .
* **HOBBIES:** Listening to Music, Exploring new things, Travelling.

**PERSONAL DETAILS:**

* Gender : Male.
* Languages Known : English, Hindi, Urdu & Bengali.
* Date of Birth : 19th April , 1989
* Marital Status : Single.
* Nationality : Indian.

# Declaration

I solemnly declare that above information is true and correct to the best of my knowledge