An

**UAE VISIT VISA – 30th April 2017 till 29th July 2017**

**MOGAMADOU**

**MOGAMADOU.367213@2freemail.com**

**CAREER OBJECTIVE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_-\_\_\_\_\_\_\_\_\_\_\_**

I would like to pursue my career in a competitive, challenging and innovative business organization, in which I could contribute by utilizing my leadership, analytical and management skills. And I strongly believe that marketing and sales are backbone for an organization growth.

**WORK EXPERIENCE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**A.EXPERIENCE WITH CHERINE TILES**

Employer: CHERINE TILES (Retailing of ceramic tiles, sanitary wares, bathroom faucets, decorative mirrors and other construction materials)

Designation: **ASSISTANT MANAGER – SALES/MARKETING/PROCUREMENT.**

Employer Location: No.15, Pragara Street, Karaikal – 609 602. Pondicherry U.T. India.

Start Date: 16th Mar 2009 : End Date: 27th APRIL 2017

**Job Responsibilities:**

* Preparation and collection of price list from the supplier companies and communicating the same to the junior sales executive for effective sales process.
* Daily meeting with the junior sales executives for sales discussion and product updates.
* Supervision/inspection with respect to the sales team and customer relationship
* Coordinating new product trainings and product updates for the junior sales executives.
* Attending new product launch meetings from the suppliers, updating and order placement for the new products launch, and do communicate the same to the sales team and accounts team.
* Attending the customer grievances and take necessary measures to close the issues.
* Supervision of project or retail sales, rough estimate or proforma invoice are created and finalization of the deals for further invoice process.
* Coordination with the logistics team for sales and products delivery at correct time.
* Giving instruction to the sales team for display materials arrangement and display updates at the showroom, and coordinating the same with them for display materials arrangement.
* Coordination with the external advertisement agencies for TV ads scrolling, flex printing and brand promotion activities.
* Purchase order management with our channel partners, and ensuring minimum stocks are maintained by the warehouse department.
* Looking after showroom branding and new branch development.
* Getting into sales part, when there is always shortage of sales team.
* Market research, lead creation for sales and competitive analysis are done on monthly basis.
* Decision on sales team incentives and showroom offers for dead stocks are made weekly.

**B. EXPERIENCE WITH ERNST & YOUNG**

Employer: Ernst & Young Global Business Services India Pvt. Ltd.

Designation: **Financial Associate – Rank 66 -3**

Employer Location: Tower "C", RMZ Infinity, Old Madras Road, Benniganahalli, KR Puram.

City: Bangalore: State: Karnataka: Country: India

Start Date: Jan 8th 2007 : End Date: Mar 11th 2009

**Job Responsibilities:**

* Preparation of invoices
* Engagement & Client Maintenance
* Interacting with FMAs (Financial Management Associates) in the US
* Generating various reports from the database
* Cash Forecasting, AR Reporting and Working on Global Shared Service database

**ACHIEVEMENTS DURING WORK LIFE:**

* Achievements awarded at Ernst and Young, Star of the month (February 2007), Star of the Quarter (April 2007-June 2007- July 2008-September 2008), Spot Award (Mar 2007).
* Completed **White Belt Certification** – Performance Excellence Training from Ernst & Young.
* Awarded TURBO IDEA at Ernst and Young, for New Engagement Template using MS-Excel.
* Nominated as tester for "gbiller" the new billing tool to be rolled out in the company.
* Two branches expansion and set up during my work at CHERINE TILES.

**EDUCATIONAL QUALIFICATIONS:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**PROFESSIONAL:**

* **MBA Integrated Course (BBA+MBA) in Finance and Marketing Specialization.**

DEGREES AWARDED FROM **INTERNATIONAL MANAGEMENT INSTITUTE, BRUSSELS.**

The Indian Institute of Planning and Management (IIPM), Bangalore

Secured **1s**t and **3rd** Rank consecutively with aggregate of 76.64**%**

**ACADEMIC:**

* **Pre University –** St.Mary’s Higher Secondary School,Pondy, Secured – 91%
* **CBSE – 10th –** A.J.C English Public School, Tamil Nadu, Secured – 60%

**OTHER CERTIFICATIONS:**

* **AMFI Mutual Funds** – Financial Advisory Module – NCFM – Completed.

**SUMMER TRAINING DETAILS:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. Company : **OPTIMIX ADVANCED INVESTMENT SOLUTIONS**

**(ING GROUP), SOUTH ZONAL OFFICE, BANGALORE**

Position : Financial Marketing Trainee

Multi – Manager Concept of Mutual Funds under OptiMix

Period of Training : 1.5 month

Project details : Analyzing of whole Mutual Fund Industry with OptiMix Multi-Manager Mutual Fund schemes.

Job Profile : Actively involved in helping Empanelment of Distributors, Individual Financial Advisors, and Represented OptiMix in ABN AMRO Investment Division in selling OptiMix Funds.

**PROJECTS HANDLED:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**LIVE PROJECTS**

1. PROJECT CATEGORY : ADVERTISEMENT

PROJECT TOPIC : Revamp of Indian Overseas Bank by Akar Agencies

PROJECT DETAILS : It is about the market research conducted to study the customer’s response about IOB’s positioning.

**DESK PROJECTS**

1. PROJECT CATEGORY : ORGANIZATIONAL EVENT ANALYSIS

PROJECT TOPIC : INVENTORY CONTROL OF NISSIN INDIA LTD.

PROJECT DETAILS : Analyzed the distribution network, factory inventory control and the various processes like min stock level.

1. PROJECT CATEGORY : SALES

PROJECT TOPIC : Corporate Sales in Airtel.

PROJECT DETAILS : Project is about Airtel strategies in corporate sales & various marketing channels used in corporate sales

**ADDITIONAL INFORMATION:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Microsoft Office and Accounting Software practical knowledge.
* DISE (Diploma in System Engineering) from Aptech Computers.

**LINGUISTIC PROFICIENCY:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* English, Tamil and Hindi/Urdu.