***JAWEED***

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Visa details: Employment Visa

## Objective

To obtain a job in a company where I can use my marketing skills and managerial skills and utilize them for the company’s growth & as well as personal growth.

## Work Experience

1. **Organization: CREDIT LINK GROUP** **(Etisalat Telecom), Dubai.**

**Designation: Sales Executive (March 2015-Till date)**

**Role & Responsibility:**

* + Marketing specialist for the Etisalat telecom products for the SME, Commercial and individual.
  + Targeting on corporate SME customers for internet, voice, postpaid with handset connection.
  + Suggesting elife customer for the home internet connection.
  + Well organized individual with excellent time management and presentation skill sets.

1. **Organization: TATA Communications Ltd, Bangalore.**

**Designation: Customer Relationship Manager (November 2011-August 2014)**

**Role & Responsibility:**

* + Responsible for handling the customer issue related to internet lease line and other products.
  + Giving the demonstration of products at customer place
  + Coordination with Technical team for resolving the customer issue from various locations for respective services.
  + Supervision, Installation for respect orders.
  + Responsible for activities regarding sales, marketing, customer acquisition, customer relation management & maximizing revenue.

1. **Organization: Bharti Airtel Services Ltd, Bangalore.**

**Designation: Senior Officer (October 2008-August 2011)**

**Role & Responsibility:**

* + Excellent performance in account handing & acquiring new customers for Internet & leaseline.
  + Extremely and experience in issue handing of existing customer & cross selling of other products.
  + Answering inquiry, questions & complaints of clients in order to keep revenue generation of the division.
  + Designing and applying various methods to accomplish targets on monthly, quarterly and yearly basis.

1. **Organization: ICICI BANK Ltd, Bangalore.**

**Designation: Senior Relationship Executive (June 2007 – September2008)**

**Role & Responsibility:** As a Senior Relationship Executive with ICICI BANK in Bangalore for One and half year. Dealing in Business loans to the small-scale business like jewellery Showrooms, shopping malls, restaurants, Call centres and etc.

## Academic Profile

**Master of Business Management,2007**

ICFAI University With specialization in

**(MARKETING and IT & SYSTEMS)**

**Bachelor of Science in Electronics,2005**

GULBARGA UNIVERSITY

**Intermediate in Science,2002**

KARNNATAKA PRE-UNIVERSITY BOARD

**Matriculation in 1999**

KARNATAKA SECONDARY BOARD

## Computer Skills

**Course Type :Value**

DBMS : MS-ACCESS

Languages : C

Operating Systems : WINDOWS 9X, WINDOWS XP, DOS

Internet technologies : Java script and web design

## Strength

* Ready to Learn
* Good Interpersonal & Organizational Communication Skills
* Confident, aggressive and positive approach.
* Expert in keeping and developing customer relationship.

## Personal Details

* Date of Birth : 07-06-1983
* Gender : Male
* Nationality : Indian
* Marital Status : Single
* Languages known : English, Arabic,Urdu and Kannada.

Visa details : From March 2015 to March 2017.

* Driving license : Under progress (Final test).