**ASJAD**



**D.O.B.: 22-NOV-1994**

**Nationality: Indian**

**Current Location: Bur Dubai, U.A.E**

**E-mail**:**asjad.373652@2freemail.com**



**Profile**

* Capable of managing sales and marketing operations for industrial/household/commercial products, ensuring accomplishment of set business targets.
* Identifying & developing potential customers for achieving business volumes consistently and profitably.
* Generating business from existing accounts and achieving profitability & sales growth.
* Building healthy business relations with major clients & ensuring maximum customer satisfaction.
* Self-motivated, hardworking and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism
* Good communication skills, verbal as well as written coupled with exceptional presentation skills.
* **Currently on a visit of 90 Days expiring 21st November, 2017**



**Career Objective**

Seeking a challenging position in a reputed Business organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming a valuable team member in the Organization.



**Scholastics**

* Bachelor of Technology in Computer Science from Jaypee Institute Of

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| --- | --- |
| Information Technology, Noida (2012-16) | 58% |

* Completed 12th(SSC) in 2012 from Shardein School, Muzaffarnagar (U.P)

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| --- | --- |
| Aggregate Percentage | 58% |

* Completed 10th (HSC) in 2010 from Shardein School, Muzaffarnagar (U.P)

|  |  |
| --- | --- |
| Aggregate Percentage | 74% |

**Industrial Training**

June 2015 – July 2015

ORGANIZATION: **PepsiCo,Chandigarh**

Worked on Project **Sales automation tool for the new age (SAMNA)** using samna device.

In this Internship programme I had to carry out various projects accordingly under the given time. The working of SAMNA software (Sales Automation Management for the New Age) by using samna device maintains the record of sales of the company (PepsiCo).Also the work of samna in taking orders of customer’s was also an interesting part of this project i.e. it tells how a software can look over such a big organization and its sales operation.Secondly my work was to gather all the data of a particular region and then update the data into the software.The samna software is a very productive tool for a big organization like PepsiCo.



**Projects Undertaken**

Major Project-Online Crime Reporting System.

Minor Project I-Online chat messenger for jiit(like whatsapp)

Minor Project II-Airport Immigration clearance system.

Train Reservation System Using DBMS and Java.

C Project on minesweeper game.

C++ Project on restaurant management system.



**Achievements & Extra Curricular Activities**

1. Scored ‘A’ Grade In RIO+21 IYWC INDIA PROGRAM 2013-2014.
2. Scored Highest Marks Several Times In Project Presentation.
3. Attended Seminars On SAP Labs.
4. Attended Seminar “JOURNEY TO NASA” BY DR. ARUN SEHRA FROM MIT, NASA.
5. Awarded 1st, 2nd, 3rd position in Shot Put, Discus Throw at school level



**Skills**

1. Excellent interpersonal and communication skills
2. Multi-tasking abilities with proficiency in organizing and managing tasks
3. Expert knowledge of handling administration and paperwork
4. Proficient in assigning duties and scheduling shifts
5. Ability of recruiting, training and supervising staff
6. Expert marketing skills to promote business



**Software Skills**

1. SAMNA (Sales automation tools)
2. C, C++ (basic)
3. PHP (basic)
4. Knows MS OFFICE, PHOTOSHOP.
5. Can work on internet application



**PROFESSIONAL EXPERIENCE**

**Senior Executive CS, GULSHAN POLYOLS LIMITED (2016-2017)**

**GULSHAN POLYOLS LIMITED** is a multi-Location, multi-product, manufacturingcompany and has become a market leader in most of its product in INDIA with global presence in 35 countries, across 3continents. Its business portfolio covers Starch sugars and native starches, calcium carbonate; Agro based animal feed and alcohol business, with an annual turnover of 470 crore Indian Rupees**.**



**Area of Interest & Hobbies**

Marketing and Management

Managerial work

Reading auto car magazine, Traveling, Driving, Surfing Internet, Exploring new places.



**Personal Details**

Marital Status: Unmarried

Languages Known: English / Hindi/Urdu

Gender: Male