|  |  |  |
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| C:\Users\Win8\Desktop\RASHID0004.jpg    **RASHEED**   |  | | --- | | **PROFILE**  Seeking a suitable position in the field of Accounting to utilize my knowledge, personal skills to gain comprehensive understanding of a reputed organization so as to take responsibility and contribute significantly. |   **CONTACT**  C:\Users\Win8\AppData\Local\Microsoft\Windows\INetCache\IE\CJSN98X4\Home_icon_black[1].png Burdubai, U.A.E  Description: C:\Users\Win8\AppData\Local\Microsoft\Windows\INetCache\IE\2R1RPLD1\1024px-(at).svg[1].png [Rashid.374186@2freemail.com](mailto:Rashid.374186@2freemail.com)  **VISA VALIDITY : Up to 31-12-2017**  **TECHNICAL SKILLS**   * Tally ERP 9 * MS Office * SPSS * MS Windows * Adobe Photoshop * PageMaker & CorelDraw | **PROFESSIONAL EXPERIENCE**  **DECCAN PACKAGING INDIA (P) LTD** [2015 to 2017]  Worked for two years as a part time job.  **Role and Responsibilities:**   * Worked as Accountant * Post and process journal entries to ensure all business transactions are recorded * Update accounts receivable and issue invoices * Update accounts payable and perform reconciliations * Assist in the processing of balance sheets, income statements and other financial statements according to legal and company accounting and financial guidelines * Update financial data in databases to ensure that information will be accurate and immediately available when needed * Prepare and submit weekly/monthly reports   **ADIDAS AG EXCUSIVE SHOWROOM** [Feb.2017 to Apr.2017]  Internship for the period of three month  **Role and Responsibilities:**   * Worked as Sales Executive in the store * Detailed study on Customer Relationship Management * Interacted with customers * Collected and stored Customer data * Responded to their feedback * Communicated with customers about promotional activities of the store * Did the marketing survey to customer problems   **BHARATH BOOKMARK** [Jun.2016 to jul.2016]  Internship for the period of one month  **Role and Responsibilities:**   * Worked in sales * Detailed study to increase footfalls to the Bookmark store * Greet customers and ascertain what each customer wants or needs * Provided accurate information to customers regarding products, Discounts & offers |

**EDUCATION**

* **MBA** in Finance and Marketing (2015-2017) in Sahyadri College of Engineering & Management, Mangalore
* Visvesvaraya Technological University (VTU), Karnataka - India.
* **B.com** in Mangalore University (2012-2015) in Govt. First Grade College Uppinangady,
* Mangalore University, Karnataka, India
* Pre- University College (**PUC**) in Commerce (2010-2012) in Govt. Pre University College, Uppinangady.
* Karnataka State Board, India.
* Secondary School Leaving Certificate[**SSLC**] (2010) in Govt. High School,
* Karnataka State Board, India.

**PROJECT SUMMARY**

PROJECT:A detailedStudy on Customer Relationship Management in Adidas AG, Mangalore.

**Objectives of the study:**

* To understand and identify the Customer Relationship Management Practices followed by Adidas store.
* To study the benefits of CRM to the customers of Adidas store.
* To check the effectiveness of loyalty program adopted by Adidas stores.

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| FINANCIAL KNOWLEDGE PERSONAL SKILLS |

* + Cost Accounting \* Good Communication
* Financial Management \* Team leading capacity
* Income Tax \* Team work
* Risk Management and Insurance \* Independent
* Working Capital \* Time management
* Time value of money \* Self motivated
* Mergers and Acquisition \* Ability to work under pressure

\* Effective decision making ability

\* Adaptability

\* Conflict resolution

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| BEHAVIOUR |

* Have the safety of customers and ourselves as priority.
* Company rules, policies and procedures as defined by the employer.
* Work effectively with people from different trades/disciplines.
* Deliver a polite, courteous professional service to all customers and members of the public while safeguarding customer welfare and recognizing vulnerability.
* Having Delegation, trust, respect, positivity attitude towards my career and my life

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| PERSONAL DETAILS |

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| Nationality : Indian Marital status : Single  Passport : N3436669 Gender : Male  D.O.B : 11-01-1995 Language known : English, Hindi, Malayalam, Tamil  **DECLARATION**  I hereby declare that the details furnished above are true to the best of my knowledge and belief.  Yours Sincerely,  **RASHEED** |