**ASHIQ**

**Email Id:** **ASHIQ.374409@2freemail.com**

**MBA professional specialized in Marketing & Finance**

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| **PROFESSIONAL SYNOPSIS**  |

To work in an organization where I can render my contribution towards organizational growth and profitability with my skills and in turn get an opportunity to gain exposure and expertise that would help me to build a promising and successful career.

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| **EMPLOYMENT RECITAL**  |

 **TRANS ASIAN SHIPPING SERVICES PRIVATE LIMITED**

* **BRANCH IN CHARGE May 2017 - July 2017**

**Key Roles and Responsibilities:**

* Taking the responsibilities of a branch as a whole, develop forecasts, financial objectives and business plans.
* Handled all organisational aspects which include operations, customer service, human resource, finance administration and sales and marketing.
* Assess local market conditions and identify current objectives by assessing prospects and opportunities.
* Assigning and reviewing individual targets of the team members and ensuring that those targets are met without any shortfall.
* Identifying areas of improvement of team members and guiding them with corrective actions to meet the challenges through training, coaching and motivation.
* Ensuring all commitments given to the customers and to the organization by the team is being fulfilled.
* **MANAGEMENT TRAINEE (Sales & Marketing Exe.) April 2016 - April 2017**

**Key Roles and Responsibilities:**

* Leading all divisions of TASS as a marketing executive and maximizing the revenue and thereby value adding for the company.
* Maintaining and flashing reports on budgets and targets to the corporate team for reviewing on a periodic basis.
* Providing quick effective and efficient resolution to customer queries so as to ensure customer satisfaction.
* Taking prompt action and decision in the absence of reporting managers.
* Advising and providing remedial measures to the team as well as to the organization at times of uncertainties and motivating team at times when the management aims at running an extra mile.
* Providing on the job and field training for newly appointed employees at multiple location as well as for students undergoing internships and projects.
* Analysing the global market for potential lead generation, converting these leads into prospects and coordination with all agents across the worlds for safe movements of customer’s cargo.
* Creating and updating customer profiles and transactions for future reference in TASNET.

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| **ACADEMIA**  |

 **MBA (Marketing and Finance) Kerala University**

 *TKM Institute of Management, Kollam 62% (2013 - 2015)*

 **BBM MG University**

 *Chinmaya Vidyapeet, Ernakulam 58% (2008 - 2012)*

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| **CERTIFICATION**  |

**IFRS (International Financial Reporting Standards) IAAP - U.K**

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| **INTERNSHIP DETAILS**  |

**HINDUSTAN PETROLEUM CORP. LTD. (HPCL) Sales& Marketing**

*Product: Petroleum Fuel Card*

**MOBILE TELE SERVICES (MTS) Sales & Marketing (Retention)**

*Product: Data & Voice Connection*

**EASTERN CONDIMENTS PVT. LTD. (M.E ASSOCIATES) Logistics & Channel Distribution**

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| **EXTRA - CURRICULAR ACTIVITIES**  |

* Member in “Corporate Relations Cell” at TKM institute of management.
* Selected as the “University Union Councillor” of Chinmaya Vidyapeet 2012 to 2013.
* Participated in the national wide management summit on “Business Excellence through Innovation” held on 15th November 2014.
* Participated in “Young Indians Trivandrum Chapter” for the 2014 – 2015.
* Participated in the workshop on “Writing and Publishing Research Articles” jointly organized by faculty of management studies, SCSVMV University and TKM Institute of Management, Kollam held on 30th November 2014 at SCSVMV University.
* Played an active role in the finance seminar in association with “SEBI” on 30th September 2014 and in the HR Conclave and the Cashew Corporation Seminar held in TKM.
* Coordinated a workshop on Entrepreneur Development in TKM.

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| **PERSONAL TRAITS**  |

* Exceptional analytical capabilities and discernment skills through logical brain storming.
* Equipped with immense potential to handle projects single - handedly or with a team as demanded.
* Expert in constructive communication techniques, both verbal and on paper.
* Self - assurance, dedication and good management and headship qualities.
* Technical adeptness: MS Office, IBM SPSS & Adobe Photoshop and advanced browsing skills.

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| **PERSONAL DOSSIER** |

Date of Birth: 29 August 1991

Nationality: Indian

Religion: Islam

Languages Known: English, Hindi, Tamil and Malayalam

Visa Status: Visit Visa (Upto 12th January 2018)

*I wish to represent myself in obvious terms by means of my Curriculum Vitae, which are above for your kind surveillance. I assure you that it would always be my endeavour by diligence and attention to deserve your confidence.*

**ASHIQ**