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|  ABU  |    E-mail*:* abu.374900@2freemail.com  |

Career Objective :

To become a dynamic professional through seeking challenging works and sharpening my managerial skills by working in competitive environment.

Educational Qualification:

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| --- | --- | --- | --- |
| Name of the course | University / Board / Institution | Principal Subjects | Year of Passing |
| MBA | Bangalore university / Presidency College |  Marketing/Finance  | 2014 |
| B.COM | Veer kuwar singh / AL hafeez college |  Account | 2012 |
| Class XII | Nation institute of open school | --- | 2009 |
| Class X | Central board of secondary education  | --- | 2007 |

Technical Skills/Computer Proficiency:

Others: MCSE, CCNA, MS Office.

Work experience or corporate training:

worked with Nestle Waters Company as a sales supervisor (Dubai, UAE) Since 28 December 2015 to 30 November 2017.

**Job responsibility**

* Understand customer needs and offer solutions and support
* Organize and coordinate sales representatives schedules
* Research potential leads from business directories, web searches, or digital resources
* Train new sales representatives
* Receive and report on all sales leads
* Supervise sales representatives and assistants
* Answer potential customer questions and follow-up call questions
* Work with sales team when closing sales
* Track weekly, monthly, and quarterly performance and sales metrics
* Meet all sales quotas and goals
* Assist sales representatives and team to meet and exceed goals

 Worked for BIG BAZAR form 10.07 2014 to 25.08.2015 as a DAPARTMENT MANAGER .

 **Job responsibility**

* Inspect merchandise to ensure it is correctly priced and displayed. Prepare sales and inventory reports.
* Assist sales workers in completing difficult sales.
* Recommend additions to or deletions of merchandise to be sold in department.
* Train workers in store policies, department procedures, and job duties.
* Maintain stock, supplies and inventories.
* Maintaining exceptional customer service.

INTERNSHIP at Viashal Patliputra Dugdh Utpadak Sahkari Sangh LTD, Phulwari Sharif, Patna, BIHAR.

 DURATION: One month

Seminars / Symposiums attended

 Seminar at IIM Bangalore. 2013

Achievements/ Extra Curricular Activities:

Personality Traits: Disciplined, Good team player, punctual, Quick Learner

Area of Interest: Marketing, Healthy arguments, Think out of the box

Sports

* I Represent state and district cricket team of Bihar
* I was the captain of my school team.
* I was the man of the series in dehradun T2o champion Trophy

 U.A.E Driving license Number (MANUAL): 3716487

Personal Details:

* Date of Birth : 19 July 1992
* Sex : Male
* Marital Status : Unmarried
* Nationality : Indian
* Religion : Muslim
* Language - Can Write : English, Hindi,

 Can Speak : English, Hindi, Urdu

Date: Signature