

parvez

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Objective

To obtain a challenging responsible position, where I can contribute to the successful growth of the organization and myself using my skills and experience which would provide a conductive atmosphere for professional development and growth and proper opportunities for a long term career.

Work Experience

* Jk Super Cement ltd
* Job designation : Site Sales Representative
* Period of job : 8 months (Jan-2017 to Aug-2017)
* Location :Sirsi, Karnataka

Nature of work

* Establishing, maintaining and expanding customers base
* Servicing the needs of existing customers.
* Increasing business opportunities through various routes to market.
* Ensure standard price in the market.
* Conducting meets.
* Collecting customer’s feedback and market research.
* Reports regarding sales and sites visited to be submitted on daily basis.
* Meet weekly, monthly and quarterly sales quotas.
* Learn how products work and how to troubleshoot issues with customers.
* Prepare and submit weekly sales reports to management.
* Assist other team members with transactions when necessary.
* Focuses sales efforts by studying existing and potential volume of dealers.
* Kittur Developers
* Job designation : Sales executive
* Period of job : 1 year (Aug-2013 to Sep-2014)
* Location : Hubli, Karnataka

Nature of work

* Finding new customers to buy sites
* Sending out details of new projects to new and existing customers.
* Provide necessary information about projects.
* Co-coordinating with customers relating to payments.
* Arrange meeting with prospective clients.
* Build relationship with new and existing customers.
* Meet weekly, monthly and quarterly sales quotas.
* Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

Project Details

* MBA 4thsem Project:-
* Organization : Kittur Developers Hubli.
* Project title : Customer satisfaction towards Kittur developer’s hubli.
* Duration : Two months.
* Description : The study is concentrated on understanding the customer satisfaction towards project offered by the company and what is their future expectation regarding the services of company.
* BBA Final year Project:-
* Organization : Fresh Fruits Processing Banavasi.
* Project title : Organization and Management of Fresh Fruits Processing Banavasi
* Duration : Two months.
* Description : The study is concentrated on understanding various factors of production such as land, labor, capital, and owners. It also gives the detail study of human resource management and recruitment process of company.

Educational qualification

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| --- | --- | --- | --- |
| Exam Passed | Name of Institution | Board/University | Year of passing |
| M.B.A  (Mrk /HR) | KLE,S IMSR  HUBLI | KARNATAKA UNIVERSITY DHARWAD | 2016 |
| B.B. A | GOVT. FIRST GRADE  COLLEGE SIRSI | KARNATAKA UNIVERSITY DHARWAD | 2013 |
| P.U.C | IQRA COMPOSITE PRE-UNIVERSITY COLLEGE SIRSI | DEPT. OF PRE- UNIVERSITY EDUCATION | 2010 |
| S.S.L.C | IQRA ENG MED HIGH SCHOOL SIRSI | K.S.E.E.B | 2008 |

Achievements

* Organized startup fest for two years during post-graduation.
* Gold medal in chess and badminton during post-graduation.
* Played district level badminton.

Computer Proficiency

* OS familiar with Windows98, Windows-XP, Win- 7,8& 10
* Microsoft Office
* MS Excel.

Personal abilities

* Adaptability
* Hard working
* Self-confidence
* Good communication skills.
* Quick learner

Personal details

* Gender : Male
* Date of Birth : 27 JULY 1991
* Languages known : English, Hindi, and Kannada
* Marital status : Single
* Nationality : Indian
* Religion : Muslim
* Hobbies : Playing cricket, Chess and Badminton
* Visa status. : Visit visa

Declaration

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.