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**Marketing Professional**

**ARSALAAN**

**Email:** arsalaan.383396@2freemail.com

**PROFILE**

* Professional with more than 2 years' of experience in Business Development, Sales and Marketing.
* Ambitious and hardworking individual with excellent relationship management skills and ability to manage time and workforce effectively.
* An effective, results driven and articulate professional with exceptional skills in supporting the development and implementation of marketing strategies to capture new markets and increase profitability with strengths aiding the delivery of marketing communications and development of content for sales/marketing collateral offering strong communication skills and customer service capabilities.

**OTHER PERSONAL DETAILS**

D.O.B: May 31, 1993 Marital Status: Single Languages known: English, Hindi, Urdu
Gender: Male Nationality: Indian

**EDUCATION**

**B.E.(Electronics Engineering)** Graduated, July 2015M.H. SabooSiddik College of Engineering University of Mumbai

**PROFESSIONAL QUALIFICATIONS AND AFFILIATIONS**

* Certified AUTOCAD professional

**SKILLS**

* Pro-activeness
* Negotiation
* Management & Planning
* Communication
* Public speaking
* Leadership

**AREA OF EXPERTISE**

* Project Management
* Sales/ Marketing
* Strategic planning
* Business Development
* Relationship Management
* Client needs Assessment

**PROFESSIONAL EXPERIENCE**

April 2017 – August 2018
**Marketing Manager**
**DewanchandRamsaran Corporation Pvt Ltd**
Mumbai, Maharashtra

DRCPL, currently one of the leading heavy equipment rental companies in India which offers integrated logistics/ material handling solutions in the heavy lift projects and container handling business verticals to core sectors of the Indian economy i.e. Ports, Oil & Gas,, Refineries, Engineering, Steel, Cement, Infrastructure etc. on PAN INDIA basis.

* Responsible for maintaining, developing and growing old as well as new businesses for**Freight Handlers (INDIA) Limited** and **DRCPL**with core sectors of the Indian economy involving cold calling, office visits, mails etc. under the direct leadership of the company’s Director. Old Machinery Sale.
* Providing time bound services to the clientele which involves hiring, operation & maintenance of company owned Cranes and Reach Stackers.
* Association with customers which involves online vendor registration, enquiry based quotation,contract negotiations, pricing, billing and logistics support to clientele, Inspection of machinery,allocation of man power for O&M at various job sites, coordinating with supervisorsfor timely delivery of the product, realization of payments are other major parts of my responsibilities.
* Travel all over India for technical discussions, price negotiations, assessing the site conditions before deployment of the machinery.
* Implementing design based plans for erection of windmill towers and arrange transportation of machinery.
* Assessing and verification of Log books and Invoices and Follow up with the accounts team for invoice generation post hiring.
* Preparing documentation for tenders and providing assistance to the General Manager for submission of tenders online, attending technical cum price bid opening meetings, exhibitions.
* Identified and enhanced the sales of the company $300,000 in a span of 6 months.

June 2016 – March 2017
**Business Development**
**Association of Technical Market Analysts**
Mumbai, Maharashtra

ATMA, formed to spread awareness about the use and application of Technical Analysis among the public and investment community in India and facilitating the free and fair exchange of ideas, thoughts, intellect and wisdom in the field. It is a not-for-profit organization for Financial Technical Analysts.

* Organizing seminars on PAN India basis and Handling Mass-Mailing for publishing newsletters
* Maintain database of memberships and heading the sales team to acquire new members
* Worked on marketing software’s like Joomla, Hootsuite, Formilla, Vcita etc.
* Online Promotions andManaging online campaigns, Attending online member enquiries
* Content Writing and Production for Social Media. Website Content Management
* Assembling marketing teams for each project.

**Declaration**

I, Arsalaan, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.
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