**Zeeshan**

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**ASSIGNMENTS INEDUCATION DOMAIN AS BUSINESS DEVELOPMENT/ CAMPUS RELATIONS/ INSTITUTIONAL SALES.**

**OBJECTIVE**

To obtain a challenging position with a Growth Oriented Organization that utilizes my experience and allows me to expand upon my knowledge thereby providing space for personal and professional growth.

**CAREER SNAPSHOT**

* **AN MBA PROFESSTIONAL IN MARKETING AND SALES, HAVING MORE THAN 10YEAR’sOF ORGANIZATIONAL EXPERIENCE IN REPUTED COMPANIES WITH THOROUGH EXPERTISE SKILL SET IN THE DOMAIN OF MARKETING, BUSINESS DEVELOPMNET,PLANNING, CAMPUS SALES,**
* **HANDS ON EXPERIENCE IN THE FIELDS OF SALES,INSTITUTIONAL SALES, MARKETING, BUSINESS DEVELOPMENT, PLANNING,&MIS REPORTING.**
* **CURRENTLY ASSOCIATED WITH Chrysalis – Curriculum Division –As Senior Associate.**
* **COMPUTER PROFICIENT PERFORMER, WITH KNOWLEDGE IN ERPSYSTEM.**
* **PROVEN STRENGTHS IN DOMESTIC MARKETING, PLANNING, AND CLIENT SERVICE.**

**DISTINCTIVE CAPABILITIES**

Strong Analytical, Problem Solving.

* Proficient in grasping new trends, having eye for detail.
* Strong Interpersonal Skills coupled with Sound Organisational Skills.
* Learned to value commitment and goal-setting, time bound & result oriented mission.
* Possess good team spirit helping in easy achievement of the organizational & personal goals.
* Willing to work in a competitive working environment by accepting challenges.
* Good potential
* Highly self motivated and self reliant
* Change management and influencing skills
* Negotiation and social confidence
* Team Management Skill

**SKILL MATRIX**

|  |  |  |
| --- | --- | --- |
| **TEAM BUILDING** | **BUSINESS DEVELOPMENT** | **TARGET ACHIEVEMENT** |
| **PLANNING & IMPLEMENTATION** | **INSTITUTIONAL SALES** | **ORGANISATIONAL LEADERSHIP** |
| **COORDINATION & EXECUTION** | **NEGOTIATION SKILLS** | **TEAM MANAGEMENT** |

**MARKETING KNOWLEDGE PURVIEW**

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**Currently working from August 2019 till date {**

* Selling Company’s Various Solution to the CBSE / ICSE Schools in Vidharbha and Central India region.
* Responsible for comlete P&L and**“Achieving the Targets.**
* Dealing with the Owner’s and the Principals of the Shools.
* Negotiation with Client’s on Product, Payment, Delivery, Standards.
* Keep up proper coordination among all activities concerned with the Delivery and collection.

#### Chrysalis – worked from september 2017 to July 2019 in curriculum sales{ Nagpur }

Responsible / Managing sales of Chrysalis ThinkRoom Program in K-8 {schools} in Vidharbha region .   
•Reaching out to key prospects and decision makers of K-8 schools and institutions to secureacademic buy- in and maximize revenue through B2B sales.   
•Coordinating with Learning Transformation team for the successful implementation of the program in schools .   
•Distributor network expansion.

Educomp Solutions Ltd – Worked from October 2016 to August 2017 Curriculum Division { EDAC Learning System} of Educomp Solutions Ltd.**{ NAGPUR Location }**

**KEY RESPONSIBILITIES**

* Keep up the sales through identifying and proper follow up of the existing and new clients / Schools and creating healthy business relationship with existing and prospective clients.
* Selling Company’s high end / Activities based learning curriculum to the CBSE / ICSE Schools in Maharashtra region.
* Responsible for **“Achieving the Targets.**
* Dealing with the Owner’s and the Principals of the Shools.
* Negotiation with Client’s on Product, Payment, Delivery, Standards.
* Keep up proper coordination among all activities concerned with the Delivery and Scheduling.
* Look over the market trend of the products being handled.

**MIS reporting** periodically to the Business Head of the Company about the entire activities.

**Previous ORGANIZATION: ASPIRING MINDS**

**Since Jan 2011 – Till sept 2016 (5 Years& 8 Months) with ASPIRINGMINDS ASSESSMENT PVT.LTD.As Senior Manager (Campus Sales)**

## PRODUCT HANDLED: *AMCAT (ASPIRINGMINDS COMPUTER ADAPTIVE TEST FOR Nagpur and Rest of Maharashtra & MP}*

## *SALES/BUSINESS DEVELOPMENT*{Maharashtra and MP }

Team Handling – Managing a team of 3 managers.

Identifying and networking with prospective clients in the target market approaching strategically, generating business from existing and new accounts to achieve profitability and increased sales growth.

* Mapped new markets including Rest of Maharashtra Region for the purpose of business growth of **Aspiringminds Assessments Pvt. Ltd.**
* Tracking and analyzing market trends so that further moves are strategically planned.
* Managing relationship, assist and correspond with the existing and prospective Client’s.
* **NEGOTIATING and CALCULATION**of Prices,Terms of Delivery, Payment Terms etc.
* Ensuring client’s to meet Quality andQuantity as set forth in the Contract.
* Regular Communication and follow up with the Clients..

**ORGANISATIONAL WORK EXPOSURE**

**KEY RESPONSIBILITIES**

* Keep up the sales through identifying and proper follow up of the existing and new clients and creating healthy business relationship with existing and prospective clients.
* Driving **Centre Marketing Mix.**
* Responsible for **“Achieving the Targets”**
* Counselling Aspiringminds target customer.
* Dealing with the Directors and the Principals of the Colleges.
* Negotiation with Client’s on Product, Payment, Delivery, Standards.
* Keep up proper coordination among all activities concerned with the Delivery and Scheduling.
* Look over the market trend of the products being handled
* **MIS reporting** periodically to the AVP(Campus Sales) of the Company about the entire activities.

**PREVIOUS ORGANIZATIONS**

**Since Feb. 2010- Jan 2011 (1 Year) with WLC College India Ltd.**

      Visiting collages& institutions for Business promotion.

      Meeting with Principles, Directors& other senior authorities.

      Conducting seminars in colleges, private classes to spread awareness of WLC Courses.

      Developed publicity & promotional campaigns.

      To develop sales pitches for potential client base and new business prospects.

      Giving presentations & Conduct Promotional Activity.

      Planning Marketing Activities for the Campus.

**PROFESSTIONAL CREDENTIALS**

* **MBA** in **Marketing/Finance** specialization from Central Institute of Business Management Research and Development in 2009.

**ACADEMIC CREDENTIALS**

* **B.B.A**from VBIMR, amravati(M.S) in 2007.
* **HSSC (XII)** from Amravati (M.S) in 2004.
* **SSC(X)** from Amravati (M.S) in 2002.

**COMPUTER PROFICIENCY**

* **Operating Systems : Windows, DOS**
* **Packages Known : MS Office (Word, PowerPoint, Excel)**
* **Internet savvy**

**PERSONAL DOSSIER**

**DATE OF BIRTH : 09/12/1985**

**LINGUISTIC ABILITIES : ENGLISH, HINDI, Marathi**

**MARITAL STATUS : Married.**