**Rahman**

**Email:** [**rahman-396839@gulfjobseeker.com**](mailto:rahman-396839@gulfjobseeker.com)

**Bangalore, INDIA**

***Objective***

To obtain a challenging position where my hard work and ability to understand and solve the problem and high energy and problem solving ability can be an asset to an organization**.**

***Professional Summary***

* Strong interpersonal skills including mentoring, coaching, collaborating, and teambuilding
* Strongknowledgeandunderstandingofbusinessneedswiththeabilitytoestablish/maintainhigh level of customer trust andconfidence
* Proven ability automationdevelopment projects and ensures objectives, goals, and commitments aremet.
* Create Use Cases, User Stories and other requirementdocumentation
* Excellent oral and written communications skills and experience interacting with both business and IT

***Summary of Skills***

* Motivating, developing, and directing people as they work, identifying the best people for their particular jobresponsibilities.
* Social Perceptiveness - Being aware of other’s reactions and understanding why they react as theydo.
* Monitoring.
* Time Management.
* Judgment and DecisionMaking.
* Quicklearner.
* Speaking.

***Academic Qualifications***

|  |  |  |  |
| --- | --- | --- | --- |
| **Degrees Awarded** | **College/School (University/Board)** | **Year of passing** | **Specialization** |
| M.B.A | Acharya Bangalore B-school | 2019 | Marketing |
| B.B.M | Seshadripuram First Grade College | 2016 | Marketing |
| XII | Reva Independent PU College | 2012 | PCMB |
| X | Kendriya Vidyalaya Hebbal | 2009 | CBSE |

***Professional Experience***

Designation: Marketing Executive (Conversational AI Evangelist)

Duration: Nov 2017 – Dec 2019

# Responsibilities:

* Market Research
* Lead Generation
* B2B Sales
* Interact with the BOD of the Enterprises
* Deploy Chat bots and artificial intelligence into system of the Enterprises.
* Follow up with the clients & give them demonstrations of deployment.

**Company:Aegis Limited**

Designation: Senior Executive

Duration:*Dec 2016 –Aug 2017*

# Responsibilities:

* International Sales
* Outbound Calls
* Handled Escalations
* Process Trainings to Juniors

# Company: Internship Quick Ride(Car pool and Bike pool)

**Designation:**Intern

Duration:*Oct 2018 – Nov 2018*

# Responsibilities:

* B2B and B2C Sales and Promotions.
* Responsible to schedule and meet an organization’s HR Manager or Higher authorities
* Explain about our company and the product and get business to the company.
* Corporate Promotions of the brand.

# Additional Information

Expertise

* + - Excellent presentationskills
    - Project Scheduling communicationskills
    - Ability to build, manage and foster a team-orientedenvironment.
    - Ability to identify , Understand and give priority to urgentissues
    - Excellent communication (written and oral), interpersonal and presentationskills.
    - Excellent leadership skills

# Personal Information

* + - Sex : Male
    - MaritalStatus : Single
    - Nationality : Indian
    - LanguagesKnown : English, Hindi, Kannada and Urdu
    - Passport Expiry : 12th Sep 2027

The Information provided above is true to my knowledge.

# Rahman