**Gulfjobseeker.com CV No:** **1295094**

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**Objectives as an Individual**

To work in a challenging and creative environment where I can implement my Marketing skills and effectively contribute towards the goals and targets of the organization and achieve an accelerated career growth.

**Work Experience**

* **Assistant Sales and Marketing Manager**: Octaga Green Power and Sugar

**December 2013 till date**

**Job Profile**

* Bring in business for the organisation by conducting B2B and B2C Sales by setting up meetings and frequent follow-ups
* Manage the operations and logistics of the organisation
* Manage the branding and promotions of the product by analysing potential opportunities for product branding.
* Regulate the stock inventory and to come up with schemes and promotional ideas to immediately liquidate current stocks.
* Regular liaison with clients to get products related feedback and approach new potential customers for business growth.
* **Business Development Manager:** Eagle Securities and Personnel Services

**April 2013-November 2013**

**Job Profile**

* Enhance business growth of the organisation by conducting B2B and B2C Sales by setting up meetings and frequent follow-ups, via. cold calls, self leads or company leads.
* Regular communication with the sales accounts team to ensure customer satisfaction with our provided services to build a win-win relation-ship between the client and customer.
* Managing the operations and logistics and handling events and promotions with a team of personnel by supervising and providing duties to them
* Preparing a backup for emergencies during events and exhibitions to present it to the client
* Head of managing Event Security at The Economic Times ACETECH Event Nov. 2013.
* **Sales Manager:**EbrahimEssa Developers Pvt. Ltd.

April 2010-March 2011.

* Bring business for the organisation by approach potential Brokerage firms by presenting purchase offers for consideration.
* To promote the sales through advertisements, brokerage and multiple listing services.
* Interviewing the clients in order to know their property preferences.
* Co-ordinate meetings, appointments with prospective new customers and arrange for site visits

**Educational Qualifications**

* Masters of Business Administration in International Marketing from Coventry University London Campus 2011-2012.
* Mumbai University – Thakur College of Science and Commerce, ***Bachelor of Commerce (B.Com) (2010-2011)***
* Diploma in Taxation – L. N. Welingkar Institute of Management Development & Research July 2010
* Maharashtra State Board – Thakur College of Science and Commerce (***HSC***) ***(2006-2007)***
* Maharashtra State Board – John XXIII High School ***(SSC)(2004-2005)***

**Assignments completed during the term of my MBA**

* Marketing plan for the retail outlet of Primark getting introduced in India 2011
* Retail Marketing Plan for Hollister Co. getting introduced in Russia 2012
* Finance Business Report for British American Tobacco 2012
* Social Marketing Plan on Child Labour 2012
* Group Simulation Project on the introduction of mobile phones in a new market 2012

**Additional Qualifications**

* Completed course of Effective Verbal Communication from The Learning Curve in April 2009
* Successfully finished the Personality Development Camp from Bhonsala Military School Nasik in November 2002
* Completed course in Effective Public Speaking from Metamorphosis in June 2002

**Personal Profile**

**About Me :** Confident, excellent communication skills, responsible and energetic, team player supported with a good academic background.

**Date of Birth :** 30th January, 1990

**Marital Status :** Single

**Languages :** English, Hindi, Gujarati & Marathi