**MOHD.**

**MOHD.316610@2freemail.com**

**CAREER OBJECTIVE:**

To achieve excellence in my job through hard work & commitment and in the process add value to the organization, also evolve as a better individual.

**SUMMARY:**

Rich experience into revenue generation with strong analytics and good communication.

**WORK EXPERIENCE:**

Integrated Laminators Pvt. Ltd. Noida Jan’ 1 2016– till 15 June 2017.

Senior Sales Executive

**Responsibilities:**

**• Generating Leads and meeting with potential clients, explaining to them about the product and Services the company has to offer.**

**• Understanding their consumption and order capacities and informing the production and manufacturing unit accordingly.**

**• Lead generation through digital platforms and forwarding inquiries to the concerned departments.**

**INDUS TOWERS LTD., GURGAON**

Site Acquisition Executive Dec’14 – Dec’15

**Responsibilities:**

* Acquires new sites for organization.
* Maintain relationship with land/building owners.
* Follow-ups and negotiation with owner on monthly rentals.
* Jointly work with deployment team.
* Insures the rent should be delivered timely to owner.

**Achievements:**

* Awarded ***‘Best Performer’*** within 6 months of joining the organization.
* Been an integral part of with revenue generation, channel expansion.
* Developed new quality standards for better performance and reliability.
* Attained proficiency in expanding the business operations and also sales & marketing activities in my territory.

**PROFESSIONAL QUALIFICATION:**

**Post Graduate Diploma in Management** (PGDM) from **Galgotias Business School**, Greater Noida with specialization into **Marketing & International Business** in **2014**.

**ACADEMIC QUALIFICATION:**

* **B.B.A. (International Business)** from **Lucknow University** in **2011** with **61%** marks.
* **12th**from **U.P. Board** in the year **2008** with **72%** marks.
* **10th** from **U.P. Board** in the year **2006** with **66%** marks.

**INTERNSHIP:**

* Summer Internship with the ***Sales & Marketing*** division of ***HCL Infosystems Ltd.*** in Delhi – NCR, conducting a market research & study about on the competitor brands in India for Desktop PCs and also a study on the ***Customer Perception & Behaviour*** towards the brand.
* Worked at ***Expo-mart*** during ***Handicraft & Gift Fair, Spring – 2013*** for ***7 days*** as ***HR Assistant.***
* Worked for ***Gabriel Foods Pvt. Ltd.*** for ***7 days***for one of their new products’ promotion.
* Worked at ***Expo-mart*** during ***Home Expo India*** for ***5 days*** as ***HR Assistant.***

**EXTRA CURRICULAR ACTIVITIES:**

* Participated in 1 day workshop ***‘Idea To Execution For Entrepreneurs’.***
* Volunteered in **Formula One** and ***National Racing Championship (NRC)***at ***Buddh International Circuits*** as a ***Marshal.***

**IT SKILLS:**

* **Operating Systems:** Windows XP/ 7
* **Applications:** MS-Office & Internet.

**STRENGHTS:**

* Self motivated with positive attitude.
* Quick grasping power with ability to adapt to the circumstances.
* Team player as well as individual contributor.

**PERSONAL INFORMATION:**

**Date of Birth :** August 17, 1990

**DECLARATION:**

I, hereby, declare that the above mentioned information furnished by me and is true to the best of my knowledge.