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**SHOAIB**

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Date of Birth: 29th October, 1988 Nationality: INDIAN

Place of Issue: KOLKATA

Date of Issue: 29/11/2013 Date of Expiry: 28/11/2023

**Area of SPECIALIZATION: Marketing & LOGISTICS**

**CAREER OBJECTIVES:**

To become an aspiring team worker, hardworking and dedicated professional who wants to meet the challenges posed in the industry and to contribute towards the growth of the organization along with self-motivation.

**EDUCATIONAL QUALIFICATIONS:-**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Examination** | **Year** | **Institution** | **Board/University** | **DGPA/**  **Percentage** |
| PGDM | 2014 | I.E.M | Autonomous  (AICTE Approved) | 82% (Agg) |
| B.T.S. | 2011 | D.A.College | IGNOU | 59% |
| Higher Secondary | 2007 | Rishra Vani Bharati | W.B.C.H.S.E. | 72% |
| Secondary | 2005 | Rishra Vani Bharati | W.B.B.S.E. | 80% |

**PROFESSIONAL EXPERIENCE:-**

**BUSINESS DEVELOPMENT MANAGER | xylus automedia pvt ltd (LOGISTICS) | kolkata**

AUG’2016 – Till Date

* Achieving marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews.
* Preparing and completing action plans; implementing production, productivity, quality, and customer-service standards.
* Identifying trends; determining system improvements; implementing change.

**assistant sales MANAGER | ADCARFIN ASSOCIATES (ETS LOGISTICS)**

JAN’2014 – JULY’2016 | KOLKATA

* Maintaining coordination with Companies like TCS, CTS, Reliance for complete Outsourced ETS Solution.
* Preparing daily JOB SHEET for individual vehicle for plying in compliance with the company norms.
* Collection of relevant data for upgradation of the whole process.

**bUSINESS DEVELOPMENT EXECUTIVE | M/S. MD.SALEEM (paints)**

Feb’2010- March’2012 | KOLKATA

* Achieved monthly business targets (in-house as well as outsourced).
* Identified and developed potential client base.
* Maintained regular contact with key clients.
* Ensured timely completion of projects with quality.
* Maintained and updated database of outsourcing partners.
* Employed and managed a team of more than 20 staff members during the tenure.

**CLIENTS HANDLED:**

* BENGAL CHEMICALS & PHARMACEUTICALS LTD.
* GILLANDERS ARBUTHNOT & CO. LTD.
* HINDUSTAN NATIONAL GLASS & INDUSTRIES LTD. and etc.

**SUMMER INTERNSHIP PROJECT:-**

**“A study of Existing WAREHOUSING TECHNIQUES for the implementation of Bar-codING TECHNOLOGY”, at**

**Jayashree Textiles (Aditya Birla Nuvo Ltd.)**

**HIGHLIGHTS:**

* Executed complete mapping of the warehouse layout.
* Created unique location IDs to be synced with enterprise software (SAP).
* Explored an additional space of 300 sq ft (3% of total space).
* Proposed a GS-1 compliant (ITF-14) pick-slip and carton label with bar-codes.

**OTHER PROFESSIONAL QUALIFICATIONS:-**

**RESEARCH METHODOLOGY AND BUSINESS ANALYTICS | 2013,** conducted by

INSTITUTE OF ENGINEERING AND MANAGEMENT, KOLKATA

**HIGHLIGHTS:**

* Research Design and Plan.
* Analytics using Excel and SPSS.
* Introduction to Oracle and DB2.
* Introduction to COGNOS.
* Report Preparation.

**WORKSHOPS ATTENDED:-**

* “**LOGISCOPE2013**” – Management Trainee Development Program
* “**RAR Day – Road – Air – Rail Transportation Operations**”
* “**Only Retail**” – Retail Supply Chain Management
* “**UCP600 & International Trade**”

**COMPUTER PROFICIENCY:-**

|  |  |
| --- | --- |
| **Operating System** | **Application Tools** |
| MS Windows  (Vista, 7, XP -2003)  GNU LINUX (UBUNTU)  OS X Mountain Lion | * Proficient with Office-2010 (MS-Word, MS-Excel, MS-PowerPoint, and earlier versions of MS-Office.) * Basic knowledge of C, C++, JAVA, AUTO-CAD, Hardware, etc. |

**LINGUISTIC PROFICIENCY:-**

|  |  |  |  |
| --- | --- | --- | --- |
| **Language** | **Read** | **Write** | **Speak** |
| English | Yes | Yes | Yes |
| Hindi | Yes | Yes | Yes |
| Bengali | Yes | Yes | Yes |

**EXTRA CIRRICULAR ACTIVITIES:-**

* Sales partner of 4 pre-owned car dealers in Kolkata.
* Editor of online college magazine **“e-Mag”**.
* Organized and hosted seminars, training workshops of Direct Marketing Companies like

eBIZ.com Pvt. Ltd, Global Food Bazaar, My Recharge Pvt. Ltd.

* Volunteered blood donations camps in Kolkata, Mumbai, Nasik under

the initiative of “GO INDIA FOUNDATION”.

* Exploring and prototyping new business ideas.
* Adventurous Sports, Swimming, etc.

Date:

Place:

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