** IMRAN**

**MAIL**: imran-395592@gulfjobseeker.com

**CAREER OBJECTIVE**:My goal is to be a part of an organization where I can learn new things and use myknowledge, skills for benefits of organization, and I would like to look myself for the higher post and want to be a good manager.

**WORK EXPERIENCE:**

**DU Telecom (IDS Solution)** **June 2019 – Present**

**(SALES)**

**Responsibility;**

* Search and Identify Market’s Opportunities in DU Telecom fibre area
* Responsible for arrange appointment and meeting to Company Authority Person through Cold Calling
* Meet to concern person and elaborate DU Corporate Plan for his Company
* Generating the positive leads through cold calling and other sources
* Maintain proper record of sales record and DSR
* Checking and collecting customer’s documents
* Responsible for generate new leads.

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| **Rao IIT Academy** | **Feb 2017 – Mar 2019** |
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| **(Marketing Executive)** |  |
| **Responsibilities:** |  |
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* Appreciate by **Chandan Dikshit (Vice President in Rao IIT)** for Works, Honesty, Punctual and Discipline.
* Search and identify Market’s Opportunities through advertisement, canopies and visit to School, College, Coaching, tuition.
* Responsible for arrange appointment and meeting to Authority Person
* Maintain Relationship with Parents, School, College, Coaching and tuition’s Authority Management.
* Responsible for organise Talent hunt, Scholarship exams and counselling in different location. (Example:

Allahabad, Ghazipur, Partapgarh)

* Meet to Candidate’s parent and elaborate our scholarship, service and packages
* Counselling of Pre Foundation and Foundation courses for **Lucknow, Kota** Centre place.
* Planning and executing marketing activities.
* Responsible for generate lead and final counselling

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| **Mentoro EduTrip** | **July 2015- Jan 2017** |
| **(Brand Executive)** |  |  |

* Search and identify Market’s Opportunities through advertisement, canopies and visit to School, College, Coaching, tuition.
* Responsible for awareness about **TCS Prep test** product to Parents, School, College, Coaching and tuition’s Authority Management
* Planning and executing marketing activities.
* Collect the information of Students.
* Analyses and resolves the problems of the teachers, Parents and students
* Maintain Relationship with consultants, School Authority and parents.
* Responsible for generate lead

**QUALIFICATION**

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| **Master in Business Administration (MBA)** | **2013 – 2015** |
| Integral university Lucknow, U.P. India |  |
| **Bachelor of Science (Bio)** | **2010 – 2013** |
| Kulbhasker Ashram Degree College Allahabad U.P. India |  |

**COMPUTER QUALIFICATION:**

* One year Diploma in Computer Application (DCA)
* Course on Computer Concept (CCC)

**Technical Skills:**

* MS OFFICE (MS Word, MS Excel)
* PowerPoint
* Adobe Photoshop
* Internet Browsing

**Key Attributes:**

* A good listener, Self-Motivated, Punctual,
* Making Positive thinker
* ,Presentation skills, Good Communicator, Leadership ,
* Judgment & Decision Making Positive thinker,
* Hard working, Problem Solving. Adaptability

**PERSONAL DETAILS:**

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| **Date of Birth** | **:** | 28/08/1990 |  |
| **Gender** | **:** | Male |  |
| **Linguistics** | **:** | English, Hindi and Urdu |  |
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**DECLARATION:**

I **IMRAN** declared that the information that I have given it to you are authentic and true to my knowledge.

**Date:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Place:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Signature:** \_\_\_\_\_\_\_\_\_\_\_\_