**Ajaz Mohammed**

**Sales Manager/Business Development Manager/Key Account Manager**

Having well-rounded SM/BDM/KAM skills and abilities, I am seeking a challenging position as SM/BDM/KAM so as to enhance my career, where I can further utilize my SM/BDM/KAM experience and to add value to the organization. I am conscientious, detail oriented and safety conscious worker who take pride in doing a thorough job.

Email iconEmail iconEnvelopeTelephone



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**QUALIFICATION**

**Degree** Bachelor of Commerce (Osmania University)

**Intermediate (10+2)** (Civics, Economy and Commerce) from Board of Intermediate Education, Andhra Pradesh.

**S.S.C** from Board of Secondary Education, Andhra Pradesh



**SKILLS / AREA OF EXPERTISE**

* Active listening.
* Leadership.
* Effective communication.
* Sales planning.
* Time management.
* Rational problem-solving.
* Analytical skills.
* Knowledge of CRM systems.
* Collaboration and Motivation Skills.
* Delegation Skills.
* Ability to Remain Calm under Pressure.

**WORK EXPERIENCE**

**Sr Sales Manager**

Himaliya Food Product

**( Since June 2020 to Dec 2022)**

**Sales Manager**

MAK Upvc Door & Windows

**(Since Dec 2017 to Jan 2020)**

**Key Account Manager**

Reliance Communication

**(Since Jan 2013 to Nov 2017)**

**Job purpose:**

* Applied strong leadership talents and problem-solving skills to maintain team efficiency and organize workflows.
* Mentored newly hired employees on operating equipment and safety and
* Built strong relationships with customers through positive attitude and attentive response.
* Mentored and guided employees to foster proper completion of assigned duties.
* Coached team members in customer service techniques, providing feedback and encouragement toward reaching sales goals.
* Led team of 10 members while providing exceptional customer service.
* Led account planning strategy sessions aimed at retaining and acquiring customers and increasing business opportunities.
* Met with clients, delivering presentations and educating on product and service features and offerings.
* Reviewed customer service agreements for terms and conditions pricing and accuracy.
* Recruited and hired top-level talent to add value and expertise to sales department.
* Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.
* Utilized metrics to modify low-performing sales and marketing programs and plans to increase effectiveness.
* Resolved customer issues quickly to close deals and boost client satisfaction.
* Developed and implemented comprehensive business strategies and sales and marketing plans that complemented overall corporate operating plan.



**Sales Representative**

**AICMS**

Hyderabad - **April 2008 - December 2012**

**Job purpose:**

* Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
* Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
* Developed and delivered engaging sales presentations to convey product benefits.
* Executed direct sales from manufacturers to customers to improve profitability within retail environment.

**ADDRESS**

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