



# MD SHOAIB AKHTER

ACCOUNT MANAGER HOD

## CONTACT

- 7371061643
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- Bailey Road, Raza Bazar, Samanpura, Patna, Bihar

## SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

## KEY STRENGTHS

- ✓ Amazon Account Growth & Strategy
- ✓ Team Leadership & Training
- ✓ Online Business Operations
- ✓ Data Analysis & Problem-Solving
- ✓ Strong Communication & Client Management

## LANGUAGES

- English
- Hindi



## PROFILE

Amazon Account Manager and Team Leader with 4+ years of experience in managing and scaling e-commerce businesses. Proven expertise in Amazon Seller Central operations, account growth, campaign management, and team leadership. Skilled in streamlining processes, mentoring teams, and driving online sales performance. Also experienced in WordPress website development.



## WORK EXPERIENCE

**Xitamin Solution Pvt. Ltd** DEC 2024 – SEP 2025  
Amazon Account Manager Team Leader

- Led a team of 5+ account managers, ensuring smooth operations and business growth for multiple seller accounts.
- Oversaw account strategy, sales optimization, product listing, A+ content, and Brand Registry.
- Collaborated with clients to enhance visibility and profitability of their Amazon stores.
- Conducted performance reviews, provided training, and built effective workflows.

Sep 2021 – Sep 2024

## Be Professional

Amazon Account Manager

- Managed multiple seller accounts on Amazon Seller Central, focusing on growth, compliance, and profitability.
- Handled end-to-end operations including product listing, inventory management, catalog optimization.
- Improved account health by ensuring compliance with Amazon’s policies and resolving performance issues.
- Successfully scaled client accounts through strategic promotions via Coupons and Deals.



## EDUCATION

**Bachelor of Computer Application (BCA)** 2017-2020  
Maulana Mazharul Haque Arabic & Persian University

## EXTRA QUALIFICATION

**Diploma in Computer Application (DCA)** 2017  
Saji Foundation

**Website Development** 2021  
UpGrad