

**Hamid Qureshi**

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Seeking a challenging assignment in Sales & Marketing, Business Development, with a growth oriented organization

## Synopsis

- A competent professional with over 7 years of experience encompassing sales & marketing, business development, & relationship management, channel sales, brand promotion, Distribution management .
- Last association is with Kansai Nerolac Paints Ltd.India Ltd. Indore as Territory Sales Executive.
- Strong leadership ability, including demonstrated ability to recruit, develops and grows a successful management team that consistently delivers results at or above the business plan.
- High caliber in creating, developing and executing innovative business development plans and strategies consolidating and improving the marketing processes of the organization.
- Possess excellent interpersonal, communication & organizational skills with team management & customer relationship management skills.

## Areas of Expertise

Sales	Team Management	Business Development
Channel Development	Retail Sales	Distribution Management

## Career Highlights

**10 July 2019 to 10<sup>th</sup> Oct 2019 at Kansai Nerolac Paints Ltd. as Territory Sales Executive Indore.**

- Interacted with clients and utilized excellent organizational skills to meet an extensive target in a time period given.
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- Delivered excellent customer service and conducted in-house and global sales promotions while functioning as an independent sales executive.
- Maintaining relation with Architect, Builder, and Contractors.
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- Oversaw daily marketing operations coordinating with a team.
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- Developing new clients as well taking care of existing clients.
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- Identifying market opportunities and formulating new strategies for new & existing products.

**14 Sep 2014 to 08 July 2019 at Akzonobel (Dulux paints) as Sales Officer Jabalpur.**

- Handling Channel sales with team of 2 CRO, 1 TTSL, and 1 DSR responsible for secondary sales.
- Handling Distributions and Dealer network.
- Business Development, key account management. Building up the network of business partners, Monitoring & nourishing of business partner.
- Appoint new dealers & cover the assigned market for dealers as well as Projects.
- Demand generation and mapping of various sales points in Dealer Network.
- Maintain relationship with present clients.
- Job Co-ordination in secondary sales activity with Clients.
- Formulating and implementing Strategic Plans for improving the Marketing Strategies by taking into consideration the competition & other competitive products available in the market.
- Push operations team to work more efficiently

**1<sup>st</sup> June 2012 to till 14<sup>th</sup> Sep 2014 at Akzonobel (Automotive paints) as SSF Refinish.**

- Handling Dealer Network.
- Taking care of channel sales.
- Meeting Dealers, Painters, and explaining product properties & its application with demonstration wherever necessary.
- Execution of Orders, & Material Planning.
- Sampling of product at site.

**Achievements so far**

- Ranked 1 at PAN India level (2015) at Akzo Nobel , Qualified a Singapore Ticket.
- Ranked 2 at West Region level (2016) at Akzonobel , Qualified a Tashkent Ticket.
- Achieve the Oscars Award for Best SO for the Month of Feb 2017.

**Academic**

- MASTERS IN BUSINESS ADMINISTRATION (Marketing) IIPM INDORE (M.P) in 2012.
- B.Sc. (Biology) RDVV University Jabalpur (M.P) in 2010.

## Projects Undertaken

Major Research Project:-

Organization : AkzoNobel India Ltd.  
Project Details : Product Analysis of Akzonobel.  
Duration : 45 Days.  
Designation : Project Trainee.

## Personal Record

Date of Birth : 14<sup>th</sup> July 1988.  
Fathers Name : Sheikh Jumman Qureshi  
Marital Status : **Married**  
Nationality : Indian  
Language Known : Hindi & English  
Address : NH 12,Tendukheda Distk -Narsinghpur (M.P).

## Declaration:

I hereby declare that the above-mentioned information is true to the best of my knowledge.

Date  
Place:

Hamid Qureshi