RESUME

MUJEEB ALAM

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**Objective:**

A competent professional with almost 3 Years of experience .Currently looking forward to associate myself to marketing and sales, where there is an opportunity to share, to contribute, to upgrade my knowledge and marketing skills.  
  
**Career Abstract:**

* Experience in the field of Channel sales, Sales and Marketing.
* A keen planner and implementer with deftness in effectuating strategies, driving teams to ensure successful management of sales in the assigned region.
* Proficient in managing business operations encompassing customer relationship management, administration, market analysis, development of new markets and market segments.
* Track record of attaining consistent yearly growth both in terms of sales and revenues, as well as developing new clients/ markets, thereby expanding the customer base.
* An impressive communicator with honed interpersonal, team building, negotiation, presentation, convincing and analytical skills.
* Ability to think out-of-the-box and contribute ideas towards achieving business excellence.

**Core Competencies:**

**Sales & Marketing**

* Ensuring the maximum sales by providing efficient sales operations for achieving allocated target.
* Utilizing the utmost public information and personal network for the expansion of business circle.
* Planning & organizing different types of sales promotion activities to create hype in the market.

**Business Development**

* Identifying prospective clients and generating business from new accounts.
* Framing effective business plans by implementing marketing strategies & operations management.
* Researching and executing innovative business development strategies by analyzing strength and weakness about the product.

**Channel Management**

* Identifying and networking with financially strong and reliable channel partners, resulting in deeper market penetration and reach.
* Evaluating performance & monitoring depots sales and marketing activities.
* Enabling business growth by developing a network of channel partners / consultants

**Client Interaction**

* Meeting and managing the needs of the client as accordingly thereby providing solution to their questions.
* Handling the complete sales life cycle i.e. identifying the client, preparing presentations, analysing their busineess and managing the field work etc.

**Educational Qualification:**

* **MBA**(2009-2011) from R.K Institute of Management And Computer Science (Bangalore University)

**Specialization in marketing.**

* Graduation: **B.COM** (2006-2009) under Bangalore University, from Al-Ameen College.

**Professional Experience**

**MR.BUTLERS (Protech appliances pvt ltd)**

**June 2013-Till date**

**Responsibilities:**

* Responsible for new market activation.
* Responsible for managing existing distributors and dealers and appointing new distributor and dealers.
* Responsible for setting monthly and quarterly targets and achieve the sales target consistently.
* Responsible for all kind of promotional activities to promote the product.
* Tracking and Submit report on daily and monthly planner beginning of the month.
* Subordinate management.

**TOOZIO Technologies**

**Dec’2012- may’2013**

**Role: Assistant Manager-sales**

**Responsibilities:**

* Instilling a marketing led ethos throughout the business
* Researching and reporting on external opportunities
* Understanding current and potential customers
* Managing the customer journey (customer relationship management)
* Developing the marketing strategy and plan
* Measuring success
* Managing budgets
* Ensuring timely delivery
* Developing guidelines
* Making customer focused decisions

**Ferrero Indian Pvt Ltd**

**July’2011- Dec’2012**

**Role: Junior Sales Officer**

**Responsibilities:**

* Responsible for Availability, Visibility and Distribution Reach.
* Handling team of Sales Force
* Make planning of distributors wise.
* Training and Motivating sales force
* Handling distributors network & appointing new distributors
* Work closely with the service team to ensure the repeat business.
* Identify new segment and Business opportunity.
* To keep track on material indent
* Tracking and Submit report on daily and monthly planner beginning of the month
* Forecasting monthly stock requirement
* Achieve the sales target consistently

**Projects Work (MBA)**

**Title of the Project**: E-Marketing

**Company:** Geteasy Business Solutions

**Duration:**  40 Days

**Progress and Achievement**

* Increase the sales and growth of the organization
* Achieved 100% target and received job offer letter
* Star Performer Award Summer Internship Program MBA

**Computer skills**

* **Office Package:** Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft  
   Power Point, Microsoft Outlook Express

**Achievements**

* Third in Quiz Competition Organize by St.xaviers boy’s high School.
* Award for being highest first citizen enrollment at shopper’s stop.
* Being involved different Community programs.

**PERSONAL DETAILS**:

* Name : Mujeeb Alam
* Father’s Name : Mr.Akram Ahmed
* Date of Birth : 02nd Aug 1988
* Marital Status : Single
* Language Known : Hindi,English,Urdu and Kannada
* Permanent Address : Bangalore

**DECLARATION:**

I hereby declare that the above mentioned details are true.

Mujeeb Alam