Mohd S. Ahmer Mobile No: 9886630925

Teritory Manager Sales and Marketing. Em ID:mohdsahirahmer@gmail.com

### Objective

A highly skilled, talented and accomplished computer sales professional with more than 2.7 years of experience in the mentioned field seeking a challenging opportunity to work as computer sales representative to unitize my sales skills in a renowned organization

### Summary

* Having **2.8+** **years** of experience **in Sales and Marketing**.
* Consecutive 2nd year awarded as **Best performer of the year.**
* Have records of **exceeding** assigned goals.
* Experienced hands in **motivating, leading and developing top-producing sales team**.
* Excellent **communication** and **convincing** skills in English, Hindi.
* Excellent experienced hands in a CRM (Customer Relationship Management) and Oracle
* Experienced hands in **MS power point presentation**, MS office. MS excel, Outlook etc.
* Possesses ability in learning environment **quickly**, working **well** under pressure, **decision making,** thinking **creative ideas** for marketing & executing ideas **efficiently**.
* Having **in-depth** understanding in sales and marketing Management.

### Work Experienced

* Currently working as **Territory manager** in Pearson education services Pvt. Ltd. from July 2012.
* Worked as Executive sales and marketing in Pearson education services Pvt. Ltd. In ICT sales

###### Professional Skills

* Possess excellent verbal and written communication skills
* In-depth knowledge of account acquisition, sales service and management
* Ability to exceed sales target on a regular basis
* Possess good management and organizational skills
* In-depth knowledge of computer products as well as the industries
* Ability to build good relationship with customers
* Knowledge of basic operating systems like Microsoft Word, Excel, PowerPoint and the internet
* Ability to handle multiple tasks
* In-depth knowledge of systems upgrades and networking
* Possess good presentation and negotiation skills

### Professional experience

**Experience in ICT (Interactive Class room teaching) Sales**

**Company : Pearson education services Pvt ltd**

**Role : Associate Sales**

**Category : School Sales**

**Duration :** Sep 2012 - present

**Company Description:** Pearson is the leading provider of innovative education solutions and services for students, teachers, schools and colleges; we reach out to an audience of over 1 million. Our primary goal is to be a leader in the field of education, fulfilling the diverse learning needs across the K-12 spectrum. From schools to after-school learning centers, learning aids like CDs and DVDs to spoken English programmes - we are the trusted brand in every category.

**Responsibilities:**

* Handled the tasks of selling ICT implementation as well as peripherals to school and corporate sector
* Working on CRM (Customer Relationship management) on ERP Sales force.
* Interaction with School personnel like School director, School Principal and Business unit head to explain various services/products offered by organization & to understand their requirements.
* Responsible for institutional business development activities of ICT program in center
* Identified and resolved client's problems

**Experience in Edurite Score more Software Sales**

**Role : Territory Manager**

**Category : Partners /Distributors Sales**

**Duration :** Sep 2013 – present

**Responsibilities:**

* Responsible for preparing proposals, presentations and sales contract
* Identified sales prospect, makes preliminary contact with customers and introduced the company's product
* Attended conventions and conferences to meet sales representatives and clients and discuss the developments of new products
* Responsible for taking purchase orders
* Handle the tasks of explaining various computer products, conduct demonstrations and explain the benefits of the product
* Attended and scheduled sales meetings with sales representatives of different branches
* Assisted senior sales professionals in upgrading CRM tools and equipments
* Responsible for preparing monthly sales report and send it to the concerned sales manager
* Handled the responsibility of preparing sales proposals for different customers
* Attended meetings and trainings for achieving effective sales target

**Experience in Corporate Sales (Business Communication Training)**

**Role : Territory Manager**

**Category : Corporate Sales**

**Duration :** Sep 2013 – present

**Responsibilities:**

* Going and meeting with corporate HR , or business Head after fixing an appointment
* Giving presentation about the course
* Acquiring new clients or existing client
* Book the slots for no of employees will go for training
* Regularly interact with client and develop excellent & long-term relationships with them.
* Ensure regular, clear and two-way communication between the client

**Experience in email Marketing**

**Role : Territory Manager**

**Category : Up sell**

**Tool : Maligen, Mialchimp**

**Duration :** Sep 2013 – present

**Responsibilities:**

* Choose the Right E-mail Marketing Software System
* Build a List
* Set up Contact Information Capture Forms
* Monitor Results
* Creating HTML pages and deferent design images

### Education

* Pursuing Ex **M.B.A (first SEM)** from Alliance University
* Completed **B.Tech.**  From integral university in 2012.

### Personal Dossiers

Date of Birth : 2nd Jan 1991

Hobbies : Singing, Playing cricket

Sex : Male

Marital Status : Single

Present Address : No-727/7, Srinivasa PG, Marathalli, Bangalore, Pin: 560037(KA)