

MohamadAli

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[Linkedin](#)

EXPERIENCE

Ocius Technologies — *Digital Marketing Manager | Business Development Manager*

Jan 2023 present

Business Development Manager, Ocius Technologies (2023 - Present)

Develop and execute strategic sales plans to achieve company revenue targets

Identify and pursue new business opportunities through market research and networking

Build and maintain strong client relationships to ensure customer satisfaction and retention

Collaborate with the marketing team to create marketing campaigns and sales collateral

Conduct sales presentations and negotiate contracts with clients

Manage a team of sales professionals to ensure sales goals are met

Conducted market research to identify potential customers and market trends

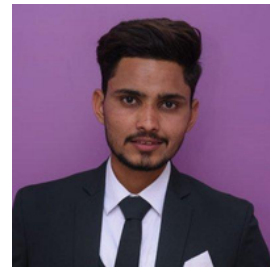
Developed and maintained relationships with clients to ensure customer satisfaction and retention

Worked with clients to understand their business needs and recommended technology solutions

Created and delivered sales presentations and proposals to clients

Managed the sales pipeline and achieved sales targets

Provided regular sales reports to the senior management team



SKILLS

- Search Engine Optimization (SEO)
- Keyword Research
- Social Media Optimization (SMO)
- Social Media Marketing (SMM)
- Google Analytics
- Search Console
- Landing Page & Conversion Optimization
- Project Management
- Team Management
- Client Communication
- Analyze website requirements suited for online marketing
- Develop online marketing strategies & content management
- Analyze website platform and strategies suitable for search engines
- Site Health Management
- Content Management & Optimization
- In-bound link development

The Exalter Tech,Ahmedabad—Digital Marketing /SEO

April 2021 - December 2022

-Experienced Search Engine Optimization/Social Media Optimization Executive Working in Information Technology Field. Skilled in Search Engine Optimization (SEO), On -Page SEO, On-Page SEO, Social Media Marketing, Website Analysis, Google Analytics, Google AdWords.

- My professional goal is to do what I love and be a part of a space that is filled with empowering leaders with whom I can learn and build relationships with.

- I'm constantly looking for innovative methods to leverage digital strategies to grow businesses and for the best ways to improve your digital presence

-Achieves consistent successes with excellent planning skills and proactive campaign tracking.

-Reliable employee seeking Digital Marketing Specialist / SEO And Content Writing, Graphic Designer And Business Development position.

-Perform information gathering services including technical website analysis, competitive/keyword research and link analysis.

Matiyas Solution LLP,Ahmedabad—Digital Marketing/ SEO

April 2020 - March 2021

-Successful Digital Marketing Specialist skilled at planning, executing and optimizing online marketing strategies.

-Promotes products successfully through multiple digital

strategies. -Achieves consistent successes with excellent

planning skills and proactive campaign tracking.

-Organized and dependable candidate successful at managing multiple priorities with a positive attitude.

-Willingness to take on added responsibilities to meet team goals.

-Reliable employee seeking Digital Marketing Specialist position.

-Operating excellent communication and good judgment.

-Perform information gathering services including technical website analysis, competitive/keyword research and link analysis.

- Strategic Planning
- Customer Relationship Management
- Market Research and Analysis
- Presentation and Communication
- Negotiation and Contract Management
- Sales Pipeline Management
- Team Management

AWARDS

[Fundamental Of Digital Marketing google certificate](#)

[Digital Marketing 101](#)

[Facebook Marketing & Advertising](#)

[Digital Marketing Strategy](#)

LANGUAGES

Gujarati, English, Hindi, Urdu, Arabic

<https://aglodiya-mohamadali-portfolio.vercel.app/>

Qlogic Digital – Digital Marketing/ SEO

May 2018 - march 2020

- Develop, implement and manage social media strategy after conducting competitive research, platform determination, messaging and audience identification.
- Leading the content, communication, monthly calendars and campaigns on social media for acquiring new followers/subscribers, drive engagement and organic web traffic.
- Scaling up brand campaigns across social media platforms to achieve business objectives & defined KPIs.
- Implementing of tools to drive efficiencies and deeper insights on platforms.
- Daily social media operation management.
- Monthly Budget Management – Coordination with Performance Team + Liaison with Client.
- Presentations – Monthly / Quarterly Reports / New Business Pitches.

EDUCATION

Gujarat Technological University, Himmatnagar — *B.E Electrical*

2018

PROJECTS



Epiccodez — SEO

Digital Marketing · Pay Per Click (PPC) ·

Search Engine Optimization (SEO) · Social Media Marketing

· Paid Search Strategy · Marketing · Pay Per Click (PPC)

· Search Engine Marketing (SEM) · Google Ads.



Savvy Healthcare Solutions — SEO

Digital Marketing · Pay Per Click (PPC) ·

Search Engine Optimization (SEO) · Social Media Marketing

· Paid Search Strategy · Marketing · Pay Per Click (PPC)

· Search Engine Marketing (SEM) · Google Ads · Google Analytics Setup

Search Console Setup Data Analysis and Competitor

analysis for Keywords Research