

# ASFAQUE ALI

## BUSINESS DEVELOPMENT MANAGER

☎ : +919102264104, ✉ : asfaqueali55@yahoo.com

📍 : DHATKIDHI, MARKET AREA, HOL-29,, JAMSHEDPUR, Jharkhand.

Passport No.: 91909420

Birth Date: 12/25/1969

Gender : Male

Marital Status : Single

Nationality : India

---

### SUMMARY

---

Over 20 years of experiences in;

Sales and Marketing . Client servicing . Education Consultancy.

Distribution & Chanel Managements . Market / competitor Management . Recruitment Management.

Skilled in conducting competitor analysis to study market trends/ competitor moves thus achieve the market share.

Amplified costumer base by 70% by maintaining effective relationship customer service and technology updates.

Experienced in enhancing market penetration ,Business Volumes and growth by direct selling & project selling activities

Track record of consistently achieving sales targets at branches by identifying high-yielding service & product

Resourceful at maintaining relationship with clients to achieve quality product and service norms by resolving their service related critical issue

Posses effective communication,interpersonal. problem solving and negotiation skills with the ability to coordinate with Principal,supplier & overseas partner for import of appropriate product line as per market requirement

---

### EMPLOYMENT HISTORY

---

#### BUSINESS DEVELOPMENT MANAGER - SYMBI EDUCATION GUIDANCE SERVICES

JAMSHEDPUR, Jharkhand

January 2000 - Till Date

1. Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies
- 2.Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)
- 3.Collaborating with sales and leadership to secure, retain, and grow accounts.
- 4.Creating informative presentations; presenting and delivering information to potential clients at client meetings, industry exhibits, trade shows, and conferences.
- 5.Creating and maintaining a list/database of prospect clients; maintaining a database (Salesforce, CRM, Excel, etc.) of prospective client information.
- 6.Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process.

- 7.Meeting all quotas for cold, active, inactive calls, appointments, and interviews; meeting or exceeding annual sales goals.
- 8.Meeting all quotas for cold, active, inactive calls, appointments, and interviews; meeting or exceeding annual sales goals.
- 9.Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans.

EDUCATION

CO-OPERATIVE COLLEGE - Bachelor Of Science  
(BIOLOGY)

JAMSSHEDPUR, JHARKHAND. March 1990 - April 1995

INSTITUTE OF PROFESSIONAL STUDIES AND RESEARCH . - MBA  
(MARKETING AND HUMAN RESOURCES MANAGEMENT .)

CUTTACK, ODISHA. August 1995 - November 1997

SKILLS

Dos, Win 95/98/NT LANGUAGES C++, JAVASCRIPT, VBSCRIPT, J	JAVA,JDBC,APPLETS,,SWINGS,SERVELTS ,RMI,BEANSSERVELTS	SQL,,XML,HTML,FRONTPAGE
Technical And Problem Solving Ability And Risk Taking Ability.	Sets Goals And Develops Action Plans,Self Motivated	Ability To Build A Brand, Asks Great Questions And Listens Intently, Believes In Inbound Marketing,
The Ability To Think Creatively And Strategically.	Self-motivation And The Ability To Be Motivated By Targets.	Flexibility And Adaptability, In-Depth Knowledge Of The Agency , Interpersonal, Possesses A High Cur
Commercial Awarenessorganisational Skills.s , Ss.	Understands People's Buying Patterns And Trends,Business Writing Skills,Self-motivated,	Strong Communication And Presentation Skills.

HOBBIES

T1. Volunteer Work/Community Involvement-Red Cross And Human Rights Activities ., Game And

---

**REFEREES**

---

**Prof; R.N.MISHRA MISHRA**  
(Founder Director Of IPSAR) CUTTACK. - IPSAR.ODISHA  
0671-250 4578  
director@ipsar.ac.in  
DIRECTOR

**D.RAHMAN ,IRS(INCOME TAX COMMISSIONER ) KOLKATA.**  
**RAHMAN**  
EX-COMMISSIONER - INCOME TAX  
9831084003  
MENTOR