

Resume

Azhar Oureshi

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Career Objective:

To improve my skills, fulfill my personal ambitions and expand my knowledge. Assist in the continued improvement of the organization.

Professional Synopsis

- Managing Channel partner and make new dealer and distribution partner within my assigned area.
- Institutional sales & distribution experience in building material of total 10 years with Durian Industries Ltd, WOW (World of windows) And Legal UPVC (Full Time).
- Well versed with business processes combined with the ability to interact effectively with clients understanding and responding to client expectations in terms of business requirements, solution readiness and satisfaction level.
- Motivated by internal standards of performance to deliver quality results.
- An effective communicator with strong interpersonal, analytical and relationship management skills.

Experience:

Current Company:

Presently associated with Durian Industries Ltd (Maple Moulding Pvt Ltd) – from July-2023- till date

Designation – Business Development Executive

Location – Indore (M.P)

Accountabilities –

- Handling Doors & Panel division in assigned area.
- Communicating new product developments to prospective clients and partner.
- Promote brand through Dealer, Architects and Builders & Interiors.
- Following up new business opportunities and setting up meetings.
- Identifying and developing new streams for long-term revenue growth and maintaining relationships with customers to achieve repeat/ referral business.
- Design out campaigns for promotion of sales to generate business.
- Formulating Systematic route plan for expansion of dealer network.

Previously associated with Legal UPVC from January-2019 to June-2023

Designation – Sales and Marketing Head

Location – Indore M.P.

Accountabilities –

- Handling Doors & Windows division in assigned area.
- Communicating new product developments to prospective clients and partner.
- Promote brand through Contractors, Architects and Builders & Interiors.
- Design out campaigns for promotion of sales to generate business.

Previously associated with WOW from June 2014 to March 2018

Designation – Sales Executive

Location – Indore M.P.

Accountabilities –

- Handling Institutional Sales & Marketing for UPVC Windows and Doors.
- Promote brand through Interiors, Architects and Builders.
- Design out campaigns for promotion of sales to generate business
- Weekly feedback to company and making a development plan.
- Performing essential functions in the areas of achievement of sales target.
- Commercial Controls & Managing Sales Promotions.
- To drive profitable growth.
- Define sales strategies to increase sales.

Educational Qualification:

Graduation:

Bachelor of Computer Application (BCA) 2009

Institute: Christian Eminent College LIG Indore M.P.

University: Devi Ahilya Vishwavidyalaya Indore (DAVV).

Schooling:

- Senior Secondary:
School Name: Columbia Convent CBSE.
- Higher Secondary :
School Name: Christian Eminent LIG Indore M.P.

Technical Skills:

- Office Assistance: MS Word, MS Power Point, MS Excel.
- Internet.
- Operating system: Windows xp, Windows vista, Windows 7.

Strengths:

- Ability to put in smart work.
- Ability to work individually as well as in a Team.
- Willingness to learn and adapt quickly.

Personnel Profile:

Date of Birth: 18 Oct1985

Father's Name: Mr. Abdul Aziz Qureshi

Mother's Name: Mrs.Phbool Bano Qureshi

Communication Skills: English & Hindi

Marital Status: Married.

Local Address: 281 Shri Nagar Extension Indore M.P.

Declaration:

I hereby declare that whatever has been stated above is true to the best of my knowledge, correct and nothing material has been concealed there from.

Azhar Qureshi

Date:

Place: