

Syed Wasim Ahmed

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Objectives

To pursue a challenging and rewarding career where I can use my skills to grow with the company while being resourceful, innovative, flexible and add value to the organization

Nature of Job

- Work with and expand current prospect database within specified business sectors to generate effective leads & exceed sales targets for the business
- Identifying, pursuing business opportunities through market surveys and mapping as per targeted plans as well as through lead generation.
- Develop a sales contact plan direct marketing, and attending industry events to build relationships with key prospects.
- Work closely with colleagues to identify common new business prospects and cross-sell integrated search and affiliate proposition.
- Maintain an awareness of current and continual changes in the marketplace and within the system to be able to properly screen prospective accredited businesses

Professional Experience

- An astute & result oriented professional working with **Senrysa Technologies Pvt Ltd from 24th June 2014** till date with exhaustive field experience in Business Development, Sales & Marketing, Product Promotion and Team Management.
- Conducted industry and competitive research
- Attained proficiency in expanding the business operations and sales & marketing activities.
- Proven skills in breaking new avenues & driving revenue growth and proactively conducting opportunity analysis by keeping abreast of market trends/competitor moves to achieve market-share metrics.
- Skills in developing relationships with key decision-makers in target organizations for revenue.
- Flexible attitude to cope up with the changing situations and emerging with enhanced performance.
- Trained in various leadership, sales management and financial planning module
- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales targets and executing them in a given time frame thus enhancing client.
- Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.
- Excellent interpersonal, analytical and negotiation skills.

Skill set

- MS Word, Excel, PowerPoint , Outlook
- RFP and Project management
- Client and vendor management

- Treats people with respect; Keeps commitments; inspires the trust of others; Works with integrity and ethically; Upholds organizational values.
- Observational and problem solving skills
- People management skills, conflict resolution and leadership
- Self-control and discipline
- Creativity and originality.

EDUCATIONAL CREDENTIALS

- **Bachelor of Engineering in Electronics and Communication** from Rajiv Gandhi Technical University, Bhopal with 71% in 2010.
- **Master of Business Administration** in Marketing from **National Institute of Technology (NIT)**, Agartala with 69% in 2014.

Personal Details

Date of Birth:	25 th Sept 1987
Gender:	Male
Marital Status:	Married
Languages Known:	English, Hindi, Bengali
Nationality:	Indian
Father's Name:	Mr. Syed Aswad Hussain
Father's occupation:	Govt. Employee
Permanent Address:	AT+PO Bharra, Syed Mohalla PS Chas Dist-Bokaro, Jharkhand
Temporary Address:	302 NayaPatti, Sector V, Salt Lake, Opposite to Technopolis Kolkata (West Bengal)

Declaration

I do hereby declare that the above information provided by me is true to the best of my knowledge and belief.

Place: **Kolkata**

(Syed Wasim Ahmed)