**Abban Kamani**

**Address:** Sahyog Shopping center, A wing

1st floor, Room no-10, Shailesh Nagar,

Mumbra Thane- 400612.

**Email:** - [htc.abban@gmail.com](mailto:htc.abban@gmail.com) **Mobile:** 9004290660/ 8080290660

**PROFILE**

* An Enthusiastic and dedicated professional, with 5 + year of exhaustive experience across all area of retail and public relations.
* An exceptional leader who is able to develop and motivate team to achieve the targets.
* Ability to manage projects, from conception through to successful completion.
* A proactive individual with a logical approach to challenges performing effectively with a highly pressurized working environment.
* Maintaining and building healthy relationships while leading, assisting and advising in marketing judgment and resolutions.
* Skilled in providing information and counseling customers on account services that would best serve their needs.

**OBJECTIVE**

Now looking to progress into a middle level management position with a continuously growing retail sector therefore keen to find a new and suitable challenging career which will utilize and develop my abilities, skill and experience in industry, to develop, motivate, lead and encourage employee’s productivity within organization.

**SKILLS & CORE EXPERTISE AREA**

|  |  |
| --- | --- |
| * Business Development * Communication & client Service * Team Management * Interdepartmental Coordination * Negotiation Skills | * Recruitment and Selection * Time Management * Managerial Leadership * Evaluating Performance * Scheduling and Setting Objectives |

**Work History**

* **Reliance Communication.**  MAY 2015 – TILL DATE

Designation: DSTM Manager (Tele Communication Devices)

Handling DSA and DST

* Looking for the New business development as well existing business development. And champion sales of Internet Dongles, Wi Pods,
* Receive and attend customer complaints and ensure seamless service delivery.
* Ensure compliance to statutory requirements for business deals both on individual & Co porate level.
* Handling Team leaders and Team members & collecting daily reports & updates.
* Maintain manage database of market information from multiple resources.
* **Videocon Industries Ltd.**  JUL 2013 – MAY 2015

Designation: ASM (Electronics & Home Appliances)

* Looking for the New business development as well existing business development. And champion sales of Electronics and Home appliances and giving service to our customer.
* Receive and attend customer complaints and ensure seamless service delivery.
* Enforce the company credit policy and ensure that customer trade within approved credit limits.
* Ensure compliance to statutory requirements for business sites in my territory and proper merchandising to our dealers.
* Reconcile customer account and ensure that monthly statements are signed off and dispatches to customer.
* Maintain manage database of market information from multiple resources.
* **Spice Mobile Pvt. Ltd.**  OCT 2012 – JUL 2013

Designation: Team Leader (Pratham agencies)

* Monitoring sales and marketing activities, implementing effective strategies to maximize sales.
* Recruiting, training & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.
* Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.
* Conducting market research periodically and collating market information on the product-gaps, product benefit-deficiencies, Ad- campaign effectiveness, customer satisfaction, display effectiveness etc.
* Possess excellent interpersonal analytical troubleshooting and team building skills with proven ability in establishing quality systems / procedures and planning / managing resources.
* Providing after sales support to retailers as well as end users.
* Responsible for smooth execution of different activities happening in Mumbai.
* **HTC Mobile**  March 2010 – SEP 2012

Designation: Ambassador (Manpower Agencies)

* Monitoring sales and marketing activities, implementing effective strategies to maximize sales.
* Recruiting, training & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.
* Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.
* Conducting market research periodically and collating market information on the product-gaps, product benefit-deficiencies, Ad- campaign effectiveness, customer satisfaction, display effectiveness etc.
* Possess excellent interpersonal analytical troubleshooting and team building skills with proven ability in establishing quality systems / procedures and planning / managing resources.
* Providing after sales support to retailers as well as end users.
* Responsible for smooth execution of different activities happening in Mumbai.

**ACADEMIC QUALIFICATION**

* **APPEARING 2nd YEAR MBA in MARKETING.**
* **Bachelor in Commerce** from **Mumbai University** in **2013 with 2nd Class.**
* **HSC** from **Maharashtra board** in **2010 with IInd Class.**
* **SSC** from **Maharashtra Board** in **2008 with IInd Class.**

#### PERSONAL INFORMATION

**Date of Birth** : 4th August, 1989

**Marital Status** : Unmarried

**Language Known** : English, Hindi, Urdu.

I hereby certify that the above information are true and correct to the best of my knowledge.