**MOHD AKRAM PASHA**

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H.No.11-23-293/1,Adarsha street,Kashibugga,Warangal,T.S 506002 .

**Career Objective:**A challenging full time managerial position in Touch Solutions where I can demonstrate my business and technical skills & contribute to the company.

**Career Summary:**A methodical and result driven professional with multi-task handling skills in demanding work environment having Sales experience of over 2 years.

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| * **Currently “TEAM LEADER” in PROJECT SALES - at TOUCH SOLUTIONS , Warangal: November 07 to Till Date.** |

**Educational Qualifications:**

* Master of Business Administration from Kakatiya University with 66.8% during 2011-13
* B.com Computers from Kakatiya University with 64.6% during 2008-11
* Board of Intermediate Education With 56.04% during 2006-08
* SSC from Board of Secondary Education with 55% during 2005-06

**Certification:**

* Diploma in Microsoft Office
* Diploma in Computerized Accountancy (Tally, Erp)

**Academic Project Work:**

* MBA Project on “**Employee Absenteeism”** in Electric Local shed, south central Railway Kazipet.

**Personal Particulars:**

* Father’s Name : Mr.Raheemuddin
* Date of Birth : June 14, 1989
* Languages Known : English, Hindi and Telugu
* Nationality : Indian
* Marital Status : Un Married

**References:**

* Available and shall be furnished on request.
* **Current Profile @TOUCH SOLUTIONS , WARANGAL**

1. **Team Leader Sales:**

* Train, organize,develop, motivate and lead a group of field sales personnel to achieve residential upgrade sales and revenue goals.
* Develop and utilize key performance metrics to impact both sales team and individual sales rep performance.
* Establish and employ a management oversight process to regularly assess both individual and group performance relative to overall goals and objectives and develop any corrective actions necessary to ensure sales objectives are met on a consistent basis.
* Further the professional development of the sales team and make them more effective and efficient sales people; develop and deliver refresher training.
* Conduct ongoing assessment of sales territory and make recommendations regarding territory adjustments and realignment
* Provide weekly, quarterly, monthly and yearly status reportsof field sales activities and achievements, states goals.
* Responsible for submitting weekly and monthly sales and connects forecasts.
* Planned & achieved sales Executive wise Volume Target in the assigned territory,Conducted performance review of the team.

**Achievements:**

* Awarded as Star Lead in Sales for the Quarter2’ 14.
* Certificate of participation in work shop “Ideas to Execution for Entrepreneurs” by Nature Talent Academy.
* Certificate of participation in two day state level work shop on “managing success with better communication”.
* Attended camps as a NCC cadet at college level and completed “C “certificate.
* The Management Aptitude Development Show (MAD SHOW) 2013.

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