



TOHFEAL HALDER

Ready to Interview

12, Farukh Park Hill, Navrangpura, Ahmedabad, Gujarat, 380009, India

+91-9898405080 | htofel@gmail.com



JOB SEARCH PREFERENCES

Work Status	Open to Work
Job Search Progress	Ready to Interview



LOOKING FOR

Position Designation	Area Sales Manager/Sales Manager/Senior Sales/Marketing Manager
Work Type	Full Time
Location	Ahmedabad
Expected Salary	As Per Company Standards
Notice Period Duration	Immediate Joiner



PROFILE

Driven sales and marketing leader with a proactive approach to drive substantial revenue and profits. Utilizes competitor research and innovative promotional strategies to exceed expectations. Adaptable manager with extensive experience delivering first-class results and meeting deadlines. Customer-focused with a track record of enhancing team efficiency and productivity. Skilled in negotiations and upselling techniques, leading teams to achieve outstanding sales outcomes.

KEY SKILLS:

- Lead Generation
- Time Management
- Marketing Strategies
- Business Development
- B2B Sales, B2C Sales
- Team Handling
- Interpersonal Skills
- Business Acumen
- Sales Target Achievement
- Training and Development
- Sales and Revenue Growth
- Negotiation Skills
- Sales Reporting and Analysis
- Customer Relationship Management
- ATL, BTL, B2B Marketing, B2C Marketing
- GDS (Galileo Global Distribution System) Expertise.

Gender	Male
Blood Group	B+
Relationship	Married



WORK EXPERIENCE

Marketing And Sales Manager

BYJU'S Tuition Centre

December 2021 - August 2023

DUTIES AND RESPONSIBILITIES :

- Led successful Lead Generation efforts for BYJU'S Tuition Centre in the past, resulting in a significant increase in walk-ins.
- Managed and mentored a team of 15 Business Development Executives (BDEs) in the past, guiding them to achieve their goals.
- Implemented effective marketing strategies through various channels, including schools, NGOs, communities, and B2B tie-ups in the past.
- Skillfully handled people management and time management responsibilities in the past.
- Oversaw the onboarding of Above-The-Line (ATL) and Below-The-Line (BTL) marketing projects under the banner of BYJU'S Tuition Centre in the past.
- Took charge of sales conversations with BTL generated leads and walk-ins in the past.
- Qualified for the prestigious Wings 2.0 program, transitioning from Marketing Manager to Area Business Head in the past, outperforming 303 candidates.
- Played a crucial role as part of the core business team of BYJU'S Tuition Centre in the past.
- Conducted training sessions in the past to enhance the performance of the sales team and BDEs.
- Facilitated training and shadowing opportunities for newly joined managers in the past, aligning them with their job descriptions for improved performance.

Senior Business Development Associate

BYJU'S (Think & Learn Pvt. Ltd.)

November 2019 - November 2021

DUTIES AND RESPONSIBILITIES :

GROWTH PATH:

Business Development Associate From November 2019 to January 2021

- Engaged with diverse parents and offered them personalized and effective learning courses for their children.
- Took charge of calling and managing both existing and potential customers, ensuring exceptional customer service.
- Achieved results with a target-oriented approach, contributing to the overall growth of the business.
- Took on a leadership role as a team leader, guiding and motivating team members to meet objectives and exceed expectations.

Cash Sales Executive (Ahmedabad)

TSI-YATRA.COM AHMEDABAD

January 2017 - November 2019

DUTIES AND RESPONSIBILITIES :

GROWTH PATH:

Cash Sales Associate - CSA From January 2018 to November 2019

- Successfully handled sales for various travel products, including Flights, Hotels, Railway bookings, and others, representing TSI-YATRA.COM.
- Demonstrated exceptional business development skills by creating new distributors for TSI-YATRA.COM, expanding the company's reach.
- Established and maintained strong relationships with both local and outstation travel agents, contributing to increased business opportunities and customer satisfaction.
- Achieved remarkable success by ranking as the top performer in onboarding the highest number of distributors (6) under the banner of TSI-Yatra in a single calendar year, showcasing outstanding sales achievements and dedication to the company's growth.

Customer Service Associate

Departure Zone

March 2014 - December 2016

DUTIES AND RESPONSIBILITIES :

- Proficiently worked on the Galileo Global Distribution System (GDS), efficiently managing flight reservations and bookings.
- Demonstrated knowledge of basic Passenger Name Record (PNR) creation, ensuring accurate and seamless travel arrangements for clients.
- Successfully built and maintained strong relationships with clients, enhancing customer satisfaction and loyalty through excellent service and personalized assistance.

Customer Service Associate

IMPEX Consultancy

February 2012 - February 2014

DUTIES AND RESPONSIBILITIES :

- Assisted clients in adopting sustainable practices in their industries.
- Maintained strong client relationships by providing suitable and skilled employees.

- Contributed to clients' growth and success through sustainable initiatives.
- Facilitated better employer-employee matches for enhanced team dynamics.

Customer Service Associate

Motif India

Febraury 2011 - January 2012

DUTIES AND RESPONSIBILITIES :

- Worked with Motif on the Make My Trip project, contributing to the successful implementation and execution of the project.
- Played a key role in supporting and delivering the Make My Trip project objectives during my time at Motif.



EDUCATION

Bachelor Degree in Bachelor Of Commerce ,
Gujarat University , 2011 - Completed

12th, M K Higher Secondary School Gujarat Secondary And Higher Secondary Education Board, 2008 - Completed

10th, M K Higher Secondary School Gujarat Secondary And Higher Secondary Education Board, 2006 - Completed



LANGUAGES

English	Professional working proficiency
Hindi	Professional working proficiency
Bengali	Professional working proficiency
Gujarati	Professional working proficiency



INTEREST AND HOBBIES

Reading

Traveling

Listening To Music

Meeting New People

Experience New Cultures



DECLARATION

The above mentioned details are true to the best of my knowledge and given a chance, I shall discharge my duties to the entire satisfaction of my superiors. Hope that credentials satisfy your requirement & looking forward for further contacts.

Place

Ahmedabad