

# Yasinmohammad Mansuri

📍Dholka,Ahmedabad, India

☎+91-7878293096

✉[yasinciit786@gmail.com](mailto:yasinciit786@gmail.com)

## PROFESSIONAL SUMMARY

Prolific SDRS with six years of experience across various telecom related company. Sufficient exposure to manage store, Service Centre. Strategic business management, market development and expansion, and leadership transformation,

## CORE COMPETENCIES

- Setting Vision and Strategy
- Customer Acquisition/Hunter
- Mentor, leader & coach
- Build Market-Penetration Strategies/Brand positioning
- Creative Thinking
- Ability to come up with actionable, efficient & radical ideas for a problem
- Negotiations, Budgeting, Business planning
- Team management

## WORK HISTORY

### 1. **Team leader** - 3/2023 to CURRENT

Vodafoneidea Limited –Amrali.

#### **Accomplishments:**

- Managed a team of 50 employees responsible for sales and customer support.
- Provided regular feedback and coaching to team members, resulting in increased productivity and job satisfaction.
- Facilitated training sessions on customer service, sales techniques, and product knowledge.
- New hiring team and guide and train for achievement.
- Manage sales and distribution.

### 2. **SDRS** - 11/2019 to 2/2023

Reliance JioInfocomm Limited –Dholka.

#### **Accomplishments:**

- Managing the sales and service of all reliance jioinfocomm store across the dholka area (six store)
- Handling stock and servicelated activity of all six store.
- Managing the Reliance Jioinfocomm customer associate (Freelancer)
- Leading the team of associate (MNP and new SIM ORN)

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- Regularly doing the FSM calling for recharge, MNP and new SIM activation.
- Collaborated with other department leaders to streamline processes and improve customer experience

### 3. **Customer Support and Sale Executive** -2016 to 2019

Babji Shop – Dholka.

- Actively seek out new sales opportunities through cold calling, networking and social media
- Negotiate/close deals and handle complaints or objections
- Ensure the availability of stock for sales and demonstrations
- Collaborate with team members to achieve better results

### **Personal Qualities**

- Exceptional motivational and leadership skills.
- Excellent communication skills in written and verbal both.
- Remarkable patience with reliability and responsibility.
- Ability to make a strong and healthy relation among the employees.

### **Computer Knowledge**

- Knowledge of Tally.9.0
- Excellent in basic use of computer.
- Proficient in working on MS office
- Internet Savvy.


### **EDUCATION**

- **Bachelor of Commerce** | Gujarat University
- **Computer Operator Programming Assistance** | Government ITI Dholka
- **Higher Secondary Examination** | (12th) | GHSEB
- **Senior Secondary Examination** | (10th) | GHSEB

### **PERSONAL DETAILS**

- **DOB:-**14/12/1993
- **Nationality:-**Indian
- **Gender:-**Male
- **MaritalStatus:-**Married
- **Spousename:-**TaslimMansuri
- **Language :-** Hindi, English, Gujarati

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## DECLARATION

In view of the above particulars, please consider this application favorably and give me an opportunity to work in your esteemed organization. If I have been given a chance to work with you, I assure you that I will perform my duties honestly to the entire satisfaction of all those concerned.

Date: 29/12/2022

Place: Ahmedabad

(YasinmohammadMansuri)