

# **M. ALTAMASH SAIYED**

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D.O.B: 03/01/1994

## **OBJECTIVE**

I would like to be a part of an organization wherein I could use my knowledge & talent for the development of both the organization and mine. To lead, challenge and be challenged in a marketing strategy or business/market development position. Analyze & improve marketing, sales and operational performance. Would develop products, markets and relationships.

## **ORGANIZATIONAL EXPERIENCE**



*Procter & Gamble*



Since September'2020 – Present

### **WholeSale (P&G Division)**

KEY ACCOUNT MANAGER

#### **Roles:**

- Manage P&G WholeSale portfolio for Ahmedabad and Gandhinagar area.
- Drive Key Account Business & Provide service to Prime Whole Sellers.
- Responsible for Inventory Maintenance at Branch.
- Controlling Payment & Account Reconciliation (AR) as per Credit Norms.
- Accountable for Distribution of New Launch Products & Monthly Focus Brands.
- Team Hiring and their End To End Process Training (i.e. BCP)
- Restraint Cut-off and Timely Deliver of Goods as per Order.



Since June'2019 – August'2020

### **PRE-OWNED CAR**

TERRITORY SALES MANAGER

#### **Roles:**

- Manage Pre-Owned Car business portfolio for Ahmedabad and Gandhinagar area
- Empanel DSA channel for both Repurchase and Refinance Business
- Handling business through direct sourcing and branch banking
- Focused business development at Inactive channel sourcing
- Cross sale of insurance and Other Products
- Handling the Team and Team Leader for business sourcing
- Maintaining good TAT and Providing essential service to DSA

## SUMMERINTERNSHIP



April to July -2018

### NEW CAR RESEARCH PROJECT

PROJECT MANAGER & RESEARCH HEAD

TITLE:- Consumer Satisfaction & Feedback of New Car Owners.

- Customer Feedback of TOYOTA Car Owners.
- Perception towards Toyota Yaris and Its Specification.
- Customer Perception towards Alternate Fuel Type & Opinion towards Hydrogen Fuel Cell.

## SCHOLASTICRECORD

DEGREE	INSTITUTION	Year
PGDM- Marketing	SRI BALAJI UNIVERSITY, PUNE	2019
B.COM - Accounts	JG COLLEGE OF COMMERCE	2016
Class XII (HSC)	AMRUT HIGHER SECONDARY SCHOOL	2013
Class X (SSC)	AMRUT HIGHER SECONDARY SCHOOL	2011

## SKILLS AND CO-CURRICULARACTIVITIES

<b>SKILLS</b>	<ul style="list-style-type: none"> <li>➤ MS-WORD</li> <li>➤ MS-EXCEL</li> <li>➤ DIGITALMARKETING</li> <li>➤ NEGOTIATOR</li> <li>➤ TEAMLEADER</li> </ul>
<b>CO-CURRICULAR ACTIVITIES</b>	<ul style="list-style-type: none"> <li>➤ Cultural Coordinator of My Team 'River Krishna' During Aiyaswami2018</li> <li>➤ <b>1<sup>st</sup> Rank</b> Holder in Indo-Western Dance Competition</li> <li>➤ <b>1<sup>st</sup> Rank</b> Holder in Fashion Show</li> <li>➤ <b>Winner</b> of Inter-College Tournament &amp; <b>Caption</b> of College Cricket Team 2016</li> </ul>

## OTHERINTERESTS

<b>INTEREST</b>	<ul style="list-style-type: none"> <li>➤ AUTOMOBILE</li> <li>➤ CHESS</li> <li>➤ TRAVELLING</li> <li>➤ MEETINGPEOPLE</li> <li>➤ FITNESS &amp; WORKOUT</li> <li>➤ NEW TECH &amp; GADGETS</li> </ul>
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