

Riaz Mohammed
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Career Objective

I intend to build a career in a challenging & creative environment and utilize my full potential for a positive contribution to the firm.

Profile Snapshot

- **A competent professional with 8+ years of experience** (Business Development, Sales & Marketing) in ERP Software (UK Market), IT Learning Services, career counselling, content writing, web market research, data analysis, US Outbound Sales and Team handling.

- **MAAS ERP**

Creating a database of prospective clients by using LinkedIn Sales Navigator, Apollo.io and searching in Google.

Approaching clients between annual revenue of £ 5 million - £ 1 billion and company head count below 500 and different verticals of business where ERP can be implemented.

Sending connection requests to the CEO, CTO, CFO, board members, and decision-makers of the prospective clients in LinkedIn Sales Navigator and emails, if we get the lead through Google.

Scheduling virtual meetings with prospective clients to know their line of business and discuss their requirements.

Giving our product demo and explain how we can generate more revenue and reduce operational costs by going automation and then discuss commercials (Software licensing, Implementation cost...etc).

- **Skill Sigma**

Providing IT Learning services and LMS software for corporate clients.

Approaching new clients through calls and emails and setting up the demonstration.

Identifying the correct course based on the applicant's needs and pitching the right product for IT professionals & Job seekers.

Worked as Sales Lead, motivating the team members, guiding them, and reviewing their work on daily basis.

Significant Achievements

- Collaborating with companies that provide payroll software in other regions, where we do not operate.
- Lead generation by digital marketing & traditional campaigning.
- Actively involved in marketing & sales of data science, python, java & ethical hacking programs.
- Presented research on emerging markets of the used car, books, real estate & matrimony websites in India.
- Data gathering and doing research & analysis, suggesting the best e-commerce portals to launch.
- Provided content for yellowpages.in, telangana.in, coupons.in & healthmagazine.org websites.

Employment Details

July 2022 to Jan 2023: MAAS ERP, as Account Manager
May 2020 to Nov 2021: Skill Sigma, as Sales Lead
Aug 2018 to Oct 2019: Skill Sigma, as Learning Specialist
Nov 2016 to Nov 2017: Golars Networks, as Sr. Counsellor
Mar 2016 to July 2016: Yellowpages.in, as Sr. Process Associate
Apr 2015 to Nov 2015: CarDekho.com, as Car Consultant
Jan 2012 to Feb 2015: Proapps systems, as Jr. Process Associate

Academic Qualification

- Inter (10+2) from Sudarshan Junior college (Intermediate Board of Secondary Education - AP), Kakinada in 2001 with 52.5%

Personal Details

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| Date of Birth: | 5 th June 1984 |
| Nationality: | Indian |
| Languages known: | English, Hindi, Telugu |
| Passport: | Valid till 08/10/2024 |