**SHAIK MOHAMMAD KHASIM**

E-mail id**:** [khasimsk9999@gmail.com](mailto:ramyasri.manda@gmail.com) Contact no: +91 8500087771

**OBJECTIVE**

To obtain challenging position in a reputed organization where my skills, creativity can be utilized in maximum organization profit while providing career advancement opportunity.

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree/Examination** | **College/School** | **Board/University** | **Year of passing** | **% marks** |
| AME (Aircraft Maintenance Engineering) in  Mechanical Stream | Hyderabad College of Aviation and Technology Hyderabad | DGCA | 2012 | 77 |
| Intermediate(MPC) | Bharathi Jr College | Board of Intermediate | 2008 | 65 |
| Secondary education | Gayatri English Medium School | Board of Secondary Education | 2006 | 68 |

**On Job Training :** I have completed my training at **Rajiv Gandhi Aviation Academy** from 1st Nov, 2012 to 30 April, 2013.

**ACHIEVEMENTS**

* Won first prize in All India School General Knowledge competition held in the year 2000.
* Won first prize in the essay writing competition held at school level.
* I Have uploaded **TAFE** videos in **YOUTUBE** , **DEMOS, Feedback** and **OPEN CHALLENGES**, it got totally above **63k** plus views.
* Given **23 deliveries** in october 2016 from jangaon and this is highest number ever and first time to reach double digit in MAHBUBABAD dealership in WARANGAL dist.
* Given 11 Del in june 2017 from KODAD branch and this is highest ever in KODAD by **TAFE** .

**WORK EXPERIENCE:-**

* Present working in ACE as a TERITORRY MANAGER from JULY 17 to Till date.

TAFE JUL 16 TO JUNE 17

Field Officer

* Area under control – Kodad, Khammam, Kothagudem
* Generating enquiries with the help of DSP’s in Designated area.
* Conducting field activities in week clusters to achieve targeted sales sales and market share.
* Observing competitor’s sale activities i.e price, exchange offers, service camps etc..
* Reason for change – Off role

**Roles and responsibilities:**

* Conducting different activities in weak clusters to increase product sales and Market Share.
* Generating new enquiries with the help of DSP’s(Dealer Sales Person) in the designated area.
* Conducting different type of demos/road shows/customer contact programme/fieldtrials with products
* Responsible for Updating all enquiries in **DMS(Dealer Management System)** software and

follow up the all hot prospects.

* Identify the potential areas for focus model promotions.
* Mobilize all DSP’s in the particular branch and increasing the sale
* Examining the market intelligence in the designated area
* Observing competitive sale activities i.e price, exchange offers, service camps etc

**PERSONALITY TRAITS**

* Goal oriented, sincere and disciplined.
* Able to show good coordination in a team.
* Positive attitude, Quick learner.
* Good hard worker & Good Technical skills.

**TECHNICAL SKILLS**

* Have good knowledge in technical subjects.
* Operating systems: windows 7, xp, windows8

**PERSONAL PROFILE**

Name : Shaik Mohammad Khasim

Date of birth : September 27, 1990

Father’s name : Shaik Nagoorvali

Languages known : English, Telugu and Hindi

Address : H.no 22-17-20/1, wood nagar,

Chirala,Prakasam(dt), Andhra Pradesh

**DECLARATION**

I, hereby declare that the above information is true and correct to the best of my knowledge and belief. References to any of the above shall be produced on request.

**SHAIK MOHAMMAD KHASIM**

Date: 09-06-2018,

Place: Guntur.