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| **Firoz Haider** • Mobile: +**91-9599766009**  • Email: **firozhaider00**7@gmail.com  • Address: C-203 KGS 16E cross  Pailayout, old madras Road, Bengaluru. |

**OBJECTIVE:** Obtain a position that will enable me to use my strong Project management and Project coordination skills, marketing background and ability to work well with people.

**KEY COMPETENCIES:**

* Supervisory Skills
* Team Work
* Problem Solving and Strong Analytical Skills
* Interpersonal and Communication Skills
* Relationship Building and Complaint Handling
* Consultative Sales and Inventory Management

**PROFESSIONAL EXPERIENCE:**

**Fleming (October 2016 – February 2017)**

**International Delegate Sales**

* Excellent verbal and written communication with high level professionals from relevant markets, strong time management and project management skills, the ability to work under pressure to deadlines and under tight budgetary control.
* Marketing Business Development/ Key Account Management - for Middle East, Africa and India
* Training and consulting sales in MEA (KSA, Qatar, UAE, Bahrain, Oman and Africa)
* Ensure marketing is in line with the brand strategies and guidelines internationally.
* Identifying low locations with a POS and launching and engaging sales strategies to increase sales.
* Assessment of marketing activities and campaigns on business performance.
* Planning of sponsorship partnerships and collaborations.
* Developing a comprehensive sales plan for strategic sales.
* Identify, target and penetrate large global accounts through direct sales.
* Developing a marketing plan for the GCC region for increasing the market share of trainings and consulting.
* Identifying and pursuing new sales opportunities as well as current customer up-sell potential resulting in significant new and add-on business for region.
* Ensure sales, product marketing and business development tactics and processes meet compliance of each country.

**Rotary blood bank (June2014- August 2015)**

**Camp Coordinator**

* Meeting with corporates, educational institutions and other organizations for organizing camps in their premises.
* Identifying target and developing strategies to communicate with them.
* Pre donation talks with the potential users before organizing camps.
* Pre and Post donation counseling of the donors.
* Keeping warehouse manager updated on logistics (mugs ,books and goodies)
* Day to day coordination with facilities and admin, transport, organizers and rotary clubs to ensure readiness for organizing camps.
* Campaign Design & Execution, marketing and promotion of event.
* Ensuring standards to be followed while collecting the blood samples, coordination with the organizingagencies, mobilizing people for donation and team management.
* Producing reports for monitoring performance and promotional activities.

**Amal-Al-Kuwait (March 2010-December2011)**

**Sales Executive**

* Market Research.
* New Account Development.
* Assisting seniors in daily activities.
* Creating value through Brand Building.
* New category expansion.
* Strategic business planning.

**SEHAT NGO (January 2009-February 2010)**

**Project Coordinator**

* Project proposal preparation for submission to various government departments.
* Setting up of new training centers in coordination with district administration
* Ensuring proper implementation of projects.
* Identification, motivation and selection of suitable trainees for skill development programs in coordination with other NGOs and microfinance institution.

**EDUCATIONAL QUALIFICATION**

MSW 2015 IGNOU(Jamia Millia Islamia university center) BBS 2008 Jamia Millia Islamia University Intermediate 2004 Jamia Millia Islamia Sr. sec school Matriculation 2002 CBSE(Dev Samaj Modern School)

**TECHNICAL CERTIFICATION AND OTHER TRAINING**

* Good knowledge of MS Office.
* ISTQB certified Tester
* One month basic hardware and networking training from MSME.
* 10 days camp and community development survey with Jamia Millia Islamia University at its NSS department on **NEED ASSESMENT.**
* 45 days field work in NDS (Navjyoti Development Society) for Mobile Learning Unit project, which is supported by **Save the Children.**
* Rotary club Member

INTERESTS

* Travelling, Photography & Adventure Sports.
* Reading, Social welfare.

**PERSONAL DETAILS**

Father’s Name : Mr. A.H.RIZVI

Date of Birth : 2 August 1986

Gender : Male

Nationality : Indian

Marital Status : Married

Languages : English, Hindi, Urdu, Portuguese.

Permanent Address : A-37 Okhla Vihar, New Delhi 110025.