



RUMAN RIYAZ AHMED

Mysore, India

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LinkedIn: [linkedin.com/in/rumanriyazahmed](https://www.linkedin.com/in/rumanriyazahmed) Date of Birth: 07/07/1996

SALES & MARKETING / BUSINESS DEVELOPMENT PROFESSIONAL

SUMMARY OF SKILLS

- Sincere & focused professional with **experience of 2.2 years across Business Development, Relationship Management, Sales & Marketing, and Operational Management** lastly spearheaded as a **Sales Representative with Butterfly Gandhimathi, Bangalore. (Internship)**
- Well versed in exploring and **procuring new business, promoting and creating brand awareness** and competition analysis along with **Client Relationship Management**.
- Target oriented professional with proven managerial acumen backed by focused energies fostering business growth and target achievements.
- Creative strategist with ability to **implement innovative sales and promotional programs** to generate sales in the midst of competitive market scenarios.
- Responsible for typically organize and implement both **inbound** and **outbound** promotional campaigns
- Good knowledge of **strategy development and implementation** to attain predetermined targets with optimal realization, channel, retail & distribution management, positioning and penetration.
- **Focused and hardworking professional** equipped with knowledge and technical understanding coupled with an analytic bent of mind and confident to take challenging assignments.

PROFESSIONAL EXPERIENCE

- | | |
|-----------------------------------------------------------------------------------------------|---------------------|
| <input type="checkbox"/> BUTTERFLY GANDHIMATHI, BANGALORE
Sales Representative/Marketing | Feb'2017 – Apr'2017 |
| <input type="checkbox"/> S.R GAS SERVICES BHARAT GAS, MYSORE
As.Manager/Customer Executive | Aug'2019 – Jul'2020 |
| <input type="checkbox"/> BBG INDIA ,Hyderabad
Sales /Marketing , (Part time) | Aug 2020– Sep 2022 |

Highlights of Major Responsibilities:

- Analyzing business opportunities and developing innovative solutions to meet client needs. Opening doors and building strong relationships with clients.
- Identifying business opportunities in the targeted segments and generating business plans for the organization by visiting the potential clients to evaluate their needs or promote products and services. ▪ Planning and conceptualizing various strategies to achieve business goals for sales and aiming towards the growth in business volumes as well as profitability in order to achieve the set targets.
- Identifying the aggressive business acquisition of corporate key accounts with long term and sustainable buying potential and maximize revenue generation.
- Mapping business dynamics with continuous monitoring competitor moves, product evaluation and changing needs for realigning strategies for business development.
- Dexterous in effective management of customer relation operations and ensuring maximum customer satisfaction through providing quality service and ensuring adherence to service quality norms. ▪ Maintaining active interaction with existing clients to rebuild confidence ensures prolonged retention. Explore new business opportunities through systematic prospecting to generate business enquiries.

Major Skill

- The ability to work with a wide **variety of people**
- Time management and ability to **prioritize**
- Understanding the **digital impact** on businesses
- Ability to build, sustain and expand a **network of people**
- Ability to **solve complex problem**

EDUCATIONAL CREDENTIALS

Master of Business Administration 2022 (MBA)

Osmania University ,Hyderabad (Completed)

Bachelor of Business Administration, 2019 (BBA)

Himalayan University, Itanagar, (Completed)

Real Estate Management Course, 2018

Real Estate Management Institute, Mumbai

Intermediate, 2015

Central Board of Secondary Education, Tamil Nadu

Matriculation, 2013

Central Board of Secondary Education, Tamil Nadu

Computer Proficiency

- Microsoft Windows, Office 365, MS Office and Internet Applications, and other basics.

VOLUNTEER EXPERIENCE

ALLIANCE UNIVERSITY, BANGALORE

Jun'2016 - Sep'2016

o Organiser

- Conducting the marketing event on various different projects to develop new business opportunities among 12 different colleges at Bangalore, India

References: Available on Request

