
ISMAYIL A

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Summary

- To secure a responsible professional opportunity that will allow me to make the most use of my skills and significantly contribute to the company's success. I am a skilled graduate of business administration with seven years of experience in e-commerce and software sales, along with marketing and business development expertise.
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Experience

Assistant Manager Sales - Karnataka

02/2021 to Current

Busy Infotech Pvt Ltd- Indimart

Bangalore, India

- Experienced in selling software directly to Chartered Accountants and auditors, and adept at managing corporate closures on behalf of partners.
- Identified and qualified potential leads through cold calling
- Scheduled and conducted product demonstrations with interested prospects from cold calls
- Handling the channel business, implementing new partners across the designated region.
- Resource hiring for the Channel Partner
- Developed and maintained interactive dashboards in Microsoft Power BI to visualize sales performance metrics, track key performance indicators (KPIs), and identify trends crucial for strategic decision-making.
- Collaborated with the marketing team on promotional campaigns for software products.
- Identified and evaluated competitive services in order to create unique selling points for company offerings.
- Created detailed reports of sales activities and performance metrics for senior management review.
- Provided technical support to clients during the installation process of purchased software systems.
- Managed customer accounts by responding promptly to inquiries and resolving any issues in a timely manner.
- Organized events such as trade shows, conferences, seminars, workshops. to promote software products.
- Maintained an up-to-date knowledge of industry trends and developments related to software solutions offered by the company.
- Established long-term relationships with key decision makers in order to increase customer retention rates.

Marketing & Sales Associates

05/2018 to 04/2020

Hiveloop technology Pvt. Ltd (Udaan)

Bangalore, India

- On-boarding new merchants (sellers) and doing product training
- Providing technical assistance and product education to sellers
- Understanding product specifications, preparing, and providing presentations to sellers
- Making technical presentations and demonstrating them to prospective leads
- Establishing new- businesses and maintaining existing relationships with customers
- Regular visits and follow-up with our prime customers to get repeated orders
- Develop good customer relationships through personal visits, phone call follow-ups, e-mails, etc.
- Searching for new clients in a designated region
- Built relationships with customers to encourage repeat business.
- Analyzed customer feedback data to recommend improvements in service quality.

ANI Technologies (OLA)**Bangalore, India**

- Promoting the business in respective region
- Develop and manage efficient networks for business.
- Maintain strong relationship with Ola Point Partners for future business growth
- Collecting customer feedback regarding product and sharing with product development team for development
- Men Power Deployments for The Ola Kiosk
- Updating and Educating about New Process and Products to OLA POINTS
- Providing Training to Junior Executives about the Process
- Resolving customer issues in Exclusive Railway OLA ZONE
- Handling all Activities with Responsibility and providing 100% Result
- Periodically conduct sales meet to review the business performance

Education

Master of Business Administration: Acharya B-School- Marketing & Finance - 2015**B.B.M: Govt First Grade Collage Kadur, Kuvempu University - 2013**

Skills

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|---------------------------------|---|
| • Generating new business leads | • Ability to build relationship with channel partner |
| • Market Knowledge | • Travelling to visit potential clients with Partners |
| • Presentation Skills | • CRM |
| • Team handling | • ERP |
| • Solid product technical skill | • Employee Performance Evaluations |
| • Microsoft Power BI | |

Languages

- English, Kannada, Hindi, Urdu