

Rasool Baig

Mobile: +91-88010 54449 ~ E-mail: rasoolbaig.vja@gmail.com

Current Address: Door. No - 28-7-9, Shaik Mohiddin Street, Arundel Pet, Vijayawada - 520002.(A.P)

Objective

To add value to the organization I am associated with, by applying my knowledge and skills gained over the years and to prove myself as an able performer through determined efforts and by synchronizing personal goals with those of the organization.

Snap Shot

- ☐ An astute professional with **16 years'** experience in Marketing, Sales, and Business Development.

Key competencies

The major aspects of my job profile are:

- ☐ Sales, Business Development and Expansion.
- ☐ Key Account Relationship Management.

Academic Details

- ☐ B.Com from Andhra University, Andhra Pradesh in 2005.
- ☐ Intermediate from Board of Intermediate, Andhra Pradesh in 2002.
- ☐ SSC from Board of Secondary Education, Andhra Pradesh, 1996.

Computer Knowledge

- ☐ Excellent knowledge in Microsoft Office and Windows XP
- ☐ Good acquaintance with Internet.

Career Highlights

<u>Tenure</u>	<u>Company Name</u>	<u>Designation</u>
From July'17	M A R Foods, Vijayawada.	Area Sales Officer
July'12 to June'17	M F Foods, Vijayawada.	Sales Office
July'07 to June'12	Hindustan Coca Cola Beverages (P)Ltd., Vijayawada.	Market Developer

Current Job profile**Area Sales Officer in M A R Foods, Vijayawada**

- ❑ **Look after Sales based at Vijayawada (Coastal A.P) from July 2017**
- ❑ One of the leading Company in Bakery Products Manufacturing Company
- ❑ Reporting to Management and performing the following roles:
 - Sell Our Company Goods and Services to new and existing customers. Our customers are retails outlets, businesses, individuals, wholesalers or manufacturers.
 - Also involved with identifying new markets and business opportunities.
 - Relationship building with Customers and researching the market and related products
 - Gathering market and customer information.
 - Liaising with suppliers to check the progress of existing orders.
 - Checking quantities of goods on display and in stock.
 - Recording sales and order information and sending copies to the sales office.
 - Reviewing our own sales performance, aiming to meet or exceed targets and Monitoring competitor activity.
 - Making accurate, rapid cost calculations, and providing customers with quotations.
 - Attending team meeting and sharing best practice with colleagues.

Previous Job profile**Sales Officer in M F Foods, Vijayawada**

- ❑ **Look after Sales based at Vijayawada, Vizag & Hyderabad from July 2012 to June 2017**
- ❑ One of the leading Company in Bakery Products Manufacturing Company
- ❑ Reporting to Sale Manager and performing the following roles:
 - Sell Our Company Goods and Services to new and existing customers. Our customers are retails outlets, businesses, individuals, wholesalers or manufacturers.
 - Also involved with identifying new markets and business opportunities.
 - Relationship building with Customers and researching the market and related products
 - Gathering market and customer information.
 - Representing the organization at trade exhibitions, events.
 - Advising on forthcoming product developments and discussing special promotions.
 - Liaising with suppliers to check the progress of existing orders.
 - Checking quantities of goods on display and in stock.
 - Recording sales and order information and sending copies to the sales office.
 - Reviewing our own sales performance, aiming to meet or exceed targets and Monitoring competitor activity.
 - Making accurate, rapid cost calculations, and providing customers with quotations.
 - Attending team meeting and sharing best practice with colleagues.

Previous Job profile**Market Developer in Hindustan Coca Cola Beverages (p)Ltd.,**

- ❑ **Looking after Sales (Pre sales) Dept. Operation from July 2007 to June 2012**
- ❑ **Coca Cola** is one of the largest Beverages Company in the World.
- ❑ Reporting to Sales Team Leader and performing the following roles:
 - Sell Our Company Goods and Services to new and existing customers. Our customers are retails outlets, businesses, individuals, wholesalers.
 - Also involved with identifying new markets and business opportunities.
 - Relationship building with Customers and researching the market and related products.

- Gathering market and customer information.
- Representing the organization at trade exhibitions, events.
- Advising on forthcoming product developments and discussing special promotions.
- Liaising with suppliers to check the progress of existing orders.
- Checking quantities of goods on display and in stock.
- Recording sales and order information and sending copies to the sales office.
- Reviewing our own sales performance, aiming to meet or exceed targets and Monitoring competitor activity.
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Attending team meeting and sharing best practice with colleagues.
- Inventory/Stock management at the Depot. For **Balancing** the sales and supply.

Personal Details

☐ **Strengths**

Good analytical skills, aptitude for detail and a systematic approach, combined skills of diverse backgrounds & flare for working in a highly enthusiastic environment.

☐ **Interests & Hobbies**

Playing Shuttle Badminton, Cricket and Chess; interested in music and movies.

☐ **Personal objectives**

Elevating family values to the extent they require.
Leading a successful personal life with all accomplishment.

Date of Birth	September 14, 1981
Sex	Male
Marital Status	Married
Languages known	English, Hindi and Telugu

Contact details

Permanent Address:

S/o M.A.Aleem Baig,
D.No. 28-7-9,
Shaik Mohiddin Street,
Arundel Pet,
Vijayawada - 520002
Krishna DT
Andhra Pradesh.

India

Phone: **(0866) 2572316**

Mobile: **+91 88010 54449**

E -mail: rasoolbaig.vja@gmail.com,

(Rasool Baig)