

Fousin Akbar

Haseena Manzil, Pappali Road, Vazhakkala, Kakkanad, Kochi - 30
9446742849 | fousinakbar08@gmail.com



OBJECTIVE

Seeking Managerial position in a progressive and reputed company that offers opportunity to apply my experience of 7 years in Business Development and to be part of a team that dynamically works towards the positive growth & business excellence of the company. Adept at identifying strategic opportunities & forging strong client relationship. Skilled in research, analysis & negotiation who is committed to continuous learning & professional development to stay relevant with current market trends.

EXPERIENCE

Nest Infratech
Business Development Executive
Lead Generation
Client Acquisition & satisfaction
Customer Retention

*February 2012 -
August 2019*

PROJECTS

Nest Campus Woods

Co - ordinated with the team that secured & successfully completed the project

Nest Water World

Co - ordinated with the team that secured & successfully completed the project

Nest Campus Woods

Co - ordinated with the team that secured & successfully completed the project

Nest The World

Co - ordinated with the team that secured & successfully completed the project

Nest The View

Co - ordinated with the team that secured & successfully completed the project

Nest The Address

Co - ordinated with the team that secured & successfully completed the project

Nest Urbanite

Co - ordinated with the team that secured & successfully completed the project

SKILLS

Microsoft Office Suite certified (Word, PowerPoint and Excel)
Digital Marketing Certified
Certified in Managerial Skills for Interpersonal Dynamics
Certified in Industry 4.0 & IIOT
Project demonstrator
Proficient Interpersonal & Presentation skills
Negotiation Skills

INTERNSHIP

Underwent 8 weeks Internship as Operations Intern at VPS Lakeshore Hospital & Research Centre Ltd

Underwent 8 weeks Industrial training in Keltron Electro Ceramics Ltd, Kuttipuram

ACTIVITIES

Active member of IEEE activities conducted in the college during my graduation

Emcee for various formal events conducted in Fisat Business School

ACHIEVEMENTS & AWARDS

Presented a paper named "FLY EYE INSPIRED SPEED SENSOR" in IEEE seminar conducted in college.

Won Best Library User Award in Fisat Business School

EDUCATION

Fisat Business School

MBA (Operations & Marketing)

80 %

MESCE

Btech (Electronics & Communucation)

65 %

CBSE

Class 12

76 %

CBSE

Class 10

85 %

LANGUAGES

English

Hindi

Malayalam

HOBBIES

Walk 10,000 steps a day

REFERENCE

Shamier Marickar - Nest Infratech

CEO & Director

9388863891, 9895343891

DECLARATION

I do hereby declare that the above information is true & complete to the best of my knowledge .

Place:_____

Fousin Akbar

Date: