

SHAIK JAVEED AHAMED

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OBJECTIVE

To obtain a position that will enable the use of my strong organizational skills and ability to work well with people.

EDUCATION

Bachelor Technology in Mechanical Engineering – 64%

Sri Venkateswara University College of Engineering, Tirupati, INDIA

Intermediate studies in Mathematics, Physics and Chemistry – 92%

Narayana Junior College, Nellore, INDIA

Matriculation – 89%

Dr. SRK English Medium High School, Nellore.

EXPERIENCE & ROLES

June 2013 to Present, Walvarine Industrial Supplies – Business Development Associate

- Works with marketing, sales, and product development teams to implement business development initiatives.
- Adhere to all quality standards and processes, for the acquisition of customers, opportunities and submission of tender and contract documents.
- Manage accounts and meet or exceed targets relating to revenue growth, activities, profit margin, mix of products and service sales, customer retention and customer acquisition.
- Develop a sales contact plan direct marketing, and attending industry events to build relationships with key prospects.
- Identifies and helps to develop strategic relationships with partners or potential customers.

COMPUTER SKILLS

- Engineering: AutoCAD, MATLAB & PRO-E
- Administrative: Word, Excel, PowerPoint, Access, Outlook, Basics of Photoshop

ACTIVITIES & INTERESTS

- Travelling, Blogging and Go-Karting.
- Public Speaking and Organizing Events.
- Model making and social activities like NSS.