

SHAIKH MOHAMMAD AAMIR MOHIB

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### Personal Details

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- Date of Birth: 8<sup>th</sup> Feb 1994
- Gender: Male
- Marital Status: Single
- Languages Known: English, Hindi & Urdu (Read, Write, Speak)
- Nationality: Indian
- Hobbies: Gaming, Cricket, Swimming, Riding, Singing, Dancing, Trekking, Hiking, Traveling
- Skills: Team Work, Good planner, Good Communication Skills, Active Listener, Adaptability.

### Education Qualification

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Sr. No.	Examination	Board	Year of Passing	Percentage	Class
1	BSC (Information Technology)	Mumbai University	2018	5.3	2nd Class
2	HSC	Maharashtra Board	2012	63	1st Class
3	SSC	Maharashtra Board	2010	62	1st Class

### Institute Attended

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- Rizvi College of Arts, Science & Commerce, 2015-18
- M. H. Saboo Siddik College of Engineering, 2010-12
- Our Lady School, till 2010

### Career Objective

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“To secure a challenging position in an organization wherein I can leverage customer relationship building skills combined with years of sales experience in corporate goods market.”

### Professional Summary

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Experience of almost 3 years in Sales & Marketing in areas of generating leads, cold calls/ visits. Understanding client requirement & sharing the quotations to close the deal. Customization as per client budgets.

### Key Professional Skills

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Sales & Marketing  
Communication Skills  
Perseverance  
Business Development  
Interpersonal Skills  
Analytical  
Self-Motivation  
Time Management  
Ability to Work under Pressure  
Decision Making  
Creative  
Negotiation

## Work Experience

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### 1) Currently working with Oravel Stay Pvt Ltd. (OYO)

(August 2019 – Till Date)

#### Designation: Demand Manager

- Approaching New Clients.
- Arranging and attending meetings.
- Making 'pitches', to win new business for the firm.
- Approaching New clients & Existing clients to generate business.
- Generate lead by Cold Calls & Cold visits
- Working with Corporate & Government Organizations.
- Close deals for stay solutions & for events across place.
- Meeting and liaising with clients to discuss and identify their stay requirements.
- Co-ordination with internal team to share valued deals for clients as per their requirements.
- Negotiating with clients for their Quarterly, Yearly packages.
- Ensuring that communication flows to be effective.
- Handling budgets, managing comfort stay and invoicing the clients.
- Working with travelling agencies colleagues to devise the stay requirements which meet the client's brief and budget.
- Acting as the link between the client and the travelling agency by maintaining regular contact with both.
- Monitoring the effectiveness of stay with all amenities and matching up to the client requirement.
- Servicing the client throughout from booking till the execution and further follow up & Billing.
- Clients serviced like DDB Mundra, Hexagon Nutrition, Borosil Glass, Yash Raj Films, Ultra Media, Gunnebo India, Golds Gym etc.

### 2) Worked with Network Techlab

(July 2018 – August 2019)

#### Designation: Business Development Executives

- To Generate lead by Cold Calling/ Cold Visits
- Pitch company details with New & Existing Clients
- Close deals & follow ups
- Recurring business from current organizations
- Create a funnel to keep a track on Monthly basis business records

### 3) Worked with Alshafi International Agency

(June 2013 – Sept 2014)

#### Designation: Telesales Executives

#### Company Summary –

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**Oyo Rooms** (stylized as **OYO**), also known as **Oyo Homes & Hotels**, is an Indian hotel chain. It is the world's third-largest and fastest-growing hospitality chain of leased and franchised hotels, homes and living spaces. It focus on budgeted hotels.

#### Computer Skills

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- Knowledge of Microsoft Office.

#### Declaration–

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I hereby declare that the information given above is true to the best of my knowledge and belief.

Place: Mumbai