

# Mahaboob Jani Shaik

[www.linkedin.com/in/skm-jani-999587154](https://www.linkedin.com/in/skm-jani-999587154)

jonnyshaik123@gmail.com | +91 8333-898-747

## SKILLS

### ON ROLE

- Sales and Operations
- Client Accounts Management
- Potential customer identification
- Troubleshooting tech problems
- Analyzing sales data
- Quality management
- Marketing and Industrial management

### TECHNICAL

- Excel
- Microsoft Power Point

## CLIENTS

Industry segment – Spinning

- Precitex Cots and Aprons
- Perfect Equipment
- RMP Bearings.
- Inspiron Engineers
- ISC Tech
- White Plast
- Prosino Borgosesia Rings

## ACADEMIC PROJECTS

"A STUDY ON QUALITY

MANAGEMENT- In yarn by maintaining proper settings in Blow room to Spinning.

## ACTIVITIES

### EXTRA-CURRICULAR

- Mountain Trekking
- Travelling
- Dance

## LANGUAGES

- English
- Telugu
- Hindi

## PROFILE SUMMARY

Enthusiastic and results driven sales professional with 8 years of experience in sales and operations. Seeking to leverage my experience and earn new skills.

## EDUCATION

### GOVT. INSTITUTE OF TEXTILES TECHNOLOGY

Nallapadu, Guntur, Andhra Pradesh

DIPLOMO IN TEXTILE TECHNOLOGY

GRAD. MAY 2016 - PERCENTAGE: 78.5

### Z.P.H.S High SCHOOL

Tikkireddy Palem, Andhra Pradesh

SSC

GRAD. MAY 2012 - PERCENTAGE: CGPA: 9.2

## EXPERIENCE

### GAYATRI MARKETING CONSULTANT || Sales Executive

Jan 2017 - Jan 2019 | Guntur, Andhra Pradesh

### VOLTAS LIMITED || Asst. Manager-Sales

Feb 2019 - Jan 2023 | Hyderabad, Telangana

### WHITE & COMPANY || Territory Manager Sales (AP & TS)

Feb 2023 - Present | Guntur, Andhra Pradesh

- Identify and solicit potential customers and assess their needs to suggest an appropriate product.
- Consult with the customers after the sale to resolve problems and to provide ongoing support.
- Develop reports and proposals as part of sales presentations to illustrate benefits from the usage of the product.
- Troubleshoot technical problems related to product and Managing billing and payment.
- Collect and analyze sales-related data.

## INTERNSHIP

### SUPER SPINNING MILLS

Hindupur, Andhra Pradesh

6 MONTHS INTERNSHIP

### VASANTHA INDUSTRIES LTD

Thimmapur, Guntur, Andhra Pradesh

6 MONTHS INTERNSHIP

## AWARDS AND ACHIEVEMENTS

**Best sales Target Performance FY 21-22- VOLTAS LTD.**