



## Mustaqueem Ahmad

**Nationality:** Indian 📞 (+91) 8009222224 **Date of birth:** 02/06/1982

✉ **Email address:** [mustaq0206@gmail.com](mailto:mustaq0206@gmail.com)

📍 **Address:** B-7 Kalyanpur West Near Ram Dharam Kanta Ring Road P.O:-  
Vikasnagar, 226022 Lucknow (India)

### ABOUT ME

---

Seeking a challenging position to utilize my skills and abilities in areas of Market Business Development, which offers a professional growth while being resourceful, flexible, reliable and possess excellent time keeping skills. I am an enthusiastic, self-motivated, reliable, responsible and hard working person. I am a mature team worker and adaptable to all challenging situations. I am able to work well both in a team environment as well as using own initiative.

### WORK EXPERIENCE

---

#### Sales and marketing managers

**Somita Industries** [ 10/08/2019 – Current ]

City: Lucknow

Country: India

- Lead Generation, Promotion and Marketing by Digital Marketing.
- Leading and Managing Sales team.
- Identifies marketing opportunities by understanding consumer requirements.
- Provides information by collecting, analyzing, and summarizing data and trends.
- Achieves marketing and sales operational objectives by contributing marketing and sales information.
- Daily follow up about the Sales, Next day plan.
- Responsible for developing an employee entered organization.
- Training and follow up of all teams.
- Interact with Client for Final Deal.

#### Sales and marketing managers

**Hitech Green city Pvt Ltd** [ 03/06/2016 – 20/04/2019 ]

City: Lucknow

Country: India

- Generate Leads, Promotion and Marketing from **Digital Marketing**.
- Achieves marketing and sales operational objectives by contributing marketing and sales information.
- Prepares and completes marketing action plan.
- Manage all type of Sale & Marketing Strategies.
- Manage Sales team and Tell caller team.
- Understanding the need of the client.
- Identifies marketing opportunities by understanding consumer requirements.

## **Sr. sales Executive**

**Proplicity Group** [ 01/02/2014 – 30/05/2016 ]

City: Lucknow

Country: India

- Collecting the database of the customers.
- Calling the customers & visiting them
- Understanding the need of the customers.
- Daily follow up about the Sales n Booking.

## **Shift Manager**

**Costa Coffee** [ 2006 – 2008 ]

City: Lucknow

Country: India

- Created a safe and hygienic working environment including regular cleaning and descaling of coffee machines.
- Carried out accurate cash handling, never recording a negative till discrepancy.
- Enabled effective team working, moving efficiently from food service, to coffee
- Making to POS operations depending on the greatest need.
- Maintain PNL and Inventory on Daily Basis.
- Manage Ware House and Shifts of Staff.
- 

## **EDUCATION AND TRAINING**

---

### **Fundamentals of Digital Marketing**

**Google Digital Garage** [ 25/03/2022 – 19/06/2022 ]

Address: Lucknow (India)

<https://learndigital.withgoogle.com>

### **Master of business Administration**

**Sikkim Manipal University** [ 2008 – 2010 ]

Address: Lucknow (India)

[www.smu.edu.in](http://www.smu.edu.in)

### **Diploma in Aviation, Hospitality and Travel Management**

**Frankfinn** [ 2005 – 2006 ]

Address: Lucknow (India)

[www.frankfinn.com](http://www.frankfinn.com)

### **Bachelor of Science**

**Lucknow University** [ 2000 – 2002 ]

Address: Lucknow (India)

[www.lkouniv.ac.in](http://www.lkouniv.ac.in)

## **MS Office, Internet Skills and basics of Computer**

**NIIT** [ 2003 ]

Address: Lucknow (India)