

CURRICULUM VITAE

MD ZULFEQAR ALI

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Objective: Seeking for a challenging position that would allow me to grow successfully in a stimulating environment, along with scope for individual development, which also involves constant ascent of knowledge.

PROFILE

Worked for Navneet Toptech Limited.

Jan 2022 – Jul 2022

Territory Sales Manager

Job Responsibilities Handled

- Responsible for generating business from the assigned geography.
- Sell and Promote Company's Products, LMS/ERP – Software, Rise Series Books, Etc
- Ensure customer service satisfaction and good client relationships
- Maintain sales activity records and prepare sales Pipeline report weekly.
- Travel frequently to cover up entire geography, maintain customer database.
- Product presentation/Demo to the clients, Negotiate Financial offers with clients.
- Reporting, and updating management with customers' feedback
- Reporting to the Area Sales Manager/National Head

Worked with Apoorva Stone Mart

Aug 2020 - Nov 2021

Manager – Product-Services (Admin)

- Responsible for the Product Promotion/Sale of Sand stones, Tiles, Marble sculptures, Interior / exterior wall cladding - decorative products.
- Generate leads, Meet the Engineers, Architects, Contractors, and give presentation.
- Maintain accurate records, Regular follow-ups with the clients.
- Meeting sales targets, Analyze customer insights, Consumer trends, market analysis, marketing best practices to build successful strategies.
- Handle customer inbound – outbound calls. Client acquisition, Negotiations.
- Participate in Events, Shows etc to promote the products.
- Maintain Inventory records, Handle service team, provide guidance wherever necessary.
- Maintain good relationships with the vendors, manufacturers, & handle transportation as well.
- Responsible for overall operations, Customer satisfaction or Issue resolutions.

Worked for Smart class Educational Services Pvt Ltd

May 2018 – July 2019

Regional Manager

Job Responsibilities Handled

- Developing strategies to explore and generate revenues
- Responsible for generating business from Gulbarga, Yadgir, Raichur, Bagalkote, Bidar.
- Handle a team of area managers and Sr. Area Managers

- Sell company products, Smart class (Multimedia Classroom Hardware Setup, Software Content), English forever - Language Labs, Robotics Labs, FlipLearn – learning APP Educational Content Servers to new and existing potential clients
- Organizing Events to promote the products and services, Coordinating with clients
- Coordinate with Operations, Training team etc for timely implementation and execution.
- Ensure customer service satisfaction and good client relationships
- Maintain sales activity records and prepare sales reports
- Negotiate Financial offers with clients
- Support the team members on field for client acquisition
- Travel frequently with team to cover up entire geography, maintain customer database.
- Ensure the team adheres to the timings and reporting structures, achieve targets
- Addressing customers' enquiries, complaints or requirements.
- Reporting, advising and updating management with customers' feedback
- Reporting to the Divisional Manager/State Business Head

Worked for SHINE Distributor's (FMCG &Others)

Dec 2016–Apl 2018

Manager – Sales & Operations

Job Responsibilities Handled

- Responsible for Revenue generation, and achieving distributor's targets.
- Handle a team of marketing executives, Collect database and reports of field visits
- Maintain relationship with the clients (Corporate, Government, and Educational Institutions) and their accounts.
- Participate in Events for Sales Promotion.
- Responsible for marketing research (Competitors product and services)
- Responsible for the promotional activities of the newly launched products.

Worked for LETSCORP INDIA PRIVATE LIMITED

Business Manager/Area Manager

Oct2014 – Dec2016

Job Responsibilities Handled

- Primary function is to develop and generate new business.
- Accomplish planned Sales growth and manage various accounts in key industry sector and geographic regions (Gulbarga, Bidar, Yadgir, Raichur, Bellary)
- Deliver the business plans and deliver accurate business reports.
- Pro-actively hunt for target organizations (Educational Institutions, Schools – PG Colleges) and establish communications with those institutions.
- Build referral and lead generation network
- Adopt a hands-on approach in monitoring the implementation and execution of marketing programs
- Manage the proposal development process and maintain the time-lines for the proposal.
- Maintain the business development databases.
- Ensure customer service satisfaction and good client relationships

Worked with **RUMI EDUCATION PRIVATE LIMITED**

Sales Manager

Jul 2012–Apl 2014

Job Responsibilities Handled:

- Make sales calls to new and existing clients
- Prepare sales action plans and strategies
- Develop and maintain a customer database
- Develop and make presentations of company's Products, Training Services, and ERP Solutions to current and potential clients. **Ex: Business Firms, Educational Institutions, Government Institutions & Offices.**
- Prepare Proposals, and submit Quotations to Customers
- Negotiate Financial offers with clients
- Present and discuss sales contracts with customers
- Maintain sales activity records and prepare sales reports
- Ensure customer service satisfaction and good client relationships

Worked with **HCL INFOSYSTEMS LIMITED**

Senior-Learning Associate

Nov 2010 – Jan 2012

Job Responsibilities Handled:

- Managing day-to-day sales calls within the Territory in accordance with overall sales guidelines.
- Establishing strong and sustainable relationships with the clients.
- Sell company products, Digi-School (Multimedia Classroom Setup), Smart-Boards, Language Labs, School Management Software (ERP), HCL-Laptops, HCL-Tablets, Educational Content Servers, Career Ace Programs, SAP courses, to new and existing potential clients.
- Present and demonstrate company products to the potential clients. **Ex: Business Firms, Educational Institutes, Government Offices and Institutions.**
- Negotiate terms of the agreement and close deals with the clients.
- Addressing customers' enquiries, complaints or requirements.
- Reporting, advising and updating management with customers' feedback.
- Maintaining a good working relationship with other departments
- Report to the Zonal Manager about daily activity.

Worked with **MYSORE SALES INTERNATIONAL LIMITED (MSIL)**

Sales/Admin Supervisor

Jul 2008 – Oct 2010

Job Responsibilities Handled:

- Maintain Employees Master Files,
- Maintain Good relationship with the Business Firms and Government Offices.
- Handle Travel Bookings, Records.
- Maintain Distributors records area wise and update regularly on sales.
- Addressing customer's enquiries, complaints or requirements.
- Reporting, advising and updating management with customers
- Maintaining all the collection records on daily basis.
- Supervise sales promotions to maximize revenues
- Maintain a strong and sustainable relationships with the Clients and distributors.
- In charge of inventory control of stationery items, Books & Retail Items
- and issuing of purchase requisitions, Invoices Etc
- Assigning Liquor outlets, identifying locations and Clients, Updating manager for final documentation and enrollment.

SKILLS

- An excellent knowledge of the products and those of existing competitors
- Well versed with Computers, Flexible for traveling both local and outstation.
- Effective skills in Oral and Written communications
- Ability to analyze, Interpret and use Data in Decision-making
- Ability to build strong Relationships, and Handle problems effectively

TECHNICAL PROFICIENCY

Packages: MS - Office (Word, Excel, Power point, Access), And Internet Applications.

EDUCATIONAL QUALIFICATION

- **MBA** (Master of Business Administration), 2008
Specialization: Marketing & Finance
ICFAI National College (ICFAI University) Gulbarga.
- **BBM** (Bachelor of Business management), 2005
Specialization: Human Resource Management(**HRM**)
Sharanabasaweshwar College of Management (Gulbarga University) Gulbarga
- **HIGHER SECONDARY**, 2002
S.B College of Science, Gulbarga, Karnataka
- **SENIOR SECONDARY**, 1996
From Vijaya Vidyalaya High School, Gulbarga, Karnataka

PROJECT DETAILS

Summer Internship Program (SIP) Details:

- HDFC Standard Life Insurance Company Ltd. Gulbarga
Project Title: A Critical Analysis of Economic Conditions of Indian Market With Regards To Purchase of Insurance Policies.
- Vasavadatta Cement, Kesoram Birla Industries, Sedam
Project Title: The organization study at Vasavadatta Cement.
- ARANIS business solutions and Outsourcing. Bangalore.
Project Title: “**HR- outsourcing**” Human Resource Management project.

EXTRA CURRICULAR ACTIVITIES

- Successfully Completed a Marketing Research Project for Sify Broad Band Internet Services in Gulbarga.
- Successfully Completed HRD Program conducted by Small Scale Industries (SSI) HRD Ministry, Government of India.

Personal Details

Date of Birth : 23rd November 1981
Languages Known : English, Hindi & Kannada
Permanent Address : H No: 11-1772, Beside Milind School,
Vidya Nagar Colony
Gulbarga-585103, Karnataka, India
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References : Available on Request