

Mohd Yousuf

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EDUCATION

Galgotias University Master's in business administration Major- Business Analytics and Marketing	Greater Noida-UP 2021-2023
University of Lucknow Bachelor of Business Administration Major- General	Lucknow, UP 2018-2021
Unity College Intermediate	Lucknow -UP 2016
Unity College High School	Lucknow-UP 2014

WORK EXPERIENCE

Kuber Sales Agencies Sales executive	Lucknow, UP Jun 2016 – Aug 2018
<ul style="list-style-type: none">• Led plans that boosted sales by 30% in my two-year stint at Kuber Sales Agencies.• Visited markets daily, pitching products to wholesalers and retailers, showcasing hands-on sales skills.• Cultivated and maintained strong relationships in the market, focusing on robust client connections.• Used advanced Excel for accurate sales tracking, making processes more efficient.• Provided actionable market insights and innovative solutions, demonstrating a key strength in driving business growth and customer satisfaction.	
Kuber Sales Agencies Trainee	Ghaziabad, UP July 2022 – Aug 2022
<ul style="list-style-type: none">• Assessment and preparation of sales data as per requirement• Data Cleaning and manipulation of data in Microsoft Excel using VLOOKUP.• Creation of interactive dashboards in Microsoft Excel for insights and sales strategy• Developed and maintained strong working relationships with professionals within assigned territory.	

UNIVERSITY PROJECTS

Udaar Foundation, Noida Community Project	June 2022
<ul style="list-style-type: none">• Effectively conducted and monitored training programs on Health, self-confidence, Dreams, Hygiene, Gender Discrimination• Participated in Planning, Preparation of work plans Implementation of planned activities.	

ADDITIONAL

Technical Skills: Microsoft Excel, Data Cleaning, Data Analysis, Data Visualization, Microsoft Office, MySQL.

Soft Skills: Leadership, Team Player, Solution Focused, Active Learner, Adaptive, Relationship Building, Sales, Negotiation Skills

Certifications & Training: Microsoft Excel (Udemy), MySQL (Udemy), The Complete Market Research Bootcamp (Udemy)

ACTIVITIES

- Won several football matches as a Captain Leading the University Team.
- Taken Part in University Treasure Hunt event Organized by Galgotias University.