CURRICULUM VITAE

****

**Babar Ali**

**Mobile Number: +919971704594, 9718446185**

**E-Mail:** [**babar093@gmail.com**](mailto:babar093@gmail.com)

**Address**: Abdul Fazal Enclave, New Delhi,

|  |
| --- |
| **Career Objective** |

To seek challenging avenues where my knowledge and experience matches with the organization's growth, and be a successful professional in a globally respected company and to achieve the objectives of the company with honesty and fairness and to continuously upgrade my knowledge and skills.

|  |
| --- |
| **Profile Summary** |

* A dynamic and multitalented professional with exceptional sales knowledge having degree of MBA (Marketing and Finance).
* Experience in all the sales aspect and policy for business aspect.
* Expert in implications of new sales policy for the new business development.
* Proficient in identifying the new resources of sales and also apply them for getting good revenue.
* Excellent in utilization of all resources.

|  |
| --- |
| **Projects** |

**MBA Internship:**

Sales & Marketing assistance in **The Royal Plaza Hotel New Delhi.**

* Giving assistance to B2B & B2C and regular follow up and inquire reply.
* Conducts daily Sales calls and arrange site inspection trips to hotels by corporate clients with the assistance of a Sales Manager.
* Learnt to develop strong relationships with on property front office team to ensure working in unity and always striving to achieve the same goals.
* Daily Sales Reports Submit to reporting Manager.

**Sales & Marketing Executive at Wax Wing Holidays Private Limited (From 01st July 2016 till 15th May 2018).**

**Responsibility:-**

* As a sales and marketing executive responsibilities involves selling of tour packages through meetings, email and over the phone with agents.
* Selling other Travel Product, Tickets, Hotels, Cruises, and Visa etc.
* Liaising with travel partners, including airlines and hotels, to manage bookings and schedules.

**Worked in Blue Air Pvt. Ltd. as In Shop Promoter & Sales Executive (From 21th may 2018 till 15th Dec 2019)**

* As **In Shop Promoter** my duty was to describe about the products and sale it to the clients.

**Working in Malani Marbles Pvt. Ltd. as a Business Development Manager (From 25th November 2020 till 31May 2022)  
  
Responsibility:**

* As a business development manager dealing with clients, end users, meeting with architects, builders, contractors and other concern persons. Cold calling for lead generation.

**Working in Royal Swastik Marbles Pvt. Ltd. as a Marketing Manager (From 01 Jun 2022 till date)  
  
Responsibility:**

* Dealing with clients, end users, meeting with architects, interior designer, builders, contractors and other concern persons.

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification Summary** | | | |
| **Qualification** | **College/Institutes** | **Board/University** | **Year** |
| MBA | Centre for Management Technology | AKTU | 2016 |
| Graduation (BA) | Zakir Husain P.G College. | Delhi University | 2014 |
| Senior Secondary | Janta Adarsh S.S inter college | U.P Board | 2009 |
| Secondary | RSK Inter college Simbhaoli | U.P Board | 2007 |

|  |
| --- |
| **Computer Knowledge** |

* Proficient in working on MS office (MS Word, MS Excel, PowerPoint).
* Outlook Express.

|  |
| --- |
| **Strength** |

* Good leadership skill to set goal, empowerment and performance evaluation.
* Strong Problem solving skills to resolve issue quickly and fairly.
* Ability to work within company policy and objectives.
* Willingness to continue my training and development.

|  |
| --- |
| **Personal Profile** |

Name : Babar Ali

Father’s Name : Mr. Vasiyat Khan  
 Date Of Birth : 04 Jan 1993

Gender : Male

Marital Status : Married

Languages Known : English, Hindi

|  |
| --- |
| **Declaration** |

I hereby declare that above furnished particulars are true to the best of my knowledge and belief.

**Place**: New Delhi **Babar Ali**

**Date :**