**MAQSOOD MOHD**

11-2-425/6, Chilkalguda, Secunderabad,

Telangana, India.

Phone: 8897940950

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# OBJECTIVE

Aim to work for a progressive institution in a growth-oriented position that gives enough scope to sharpen my skills according to the latest demands at the same time to work towards the growth of the institution.

# Experience

**Dial N Ask:**

Business Development Executive,18 Months (May 2015 - Nov 2016)   
**Paytm:**

Key Accounts Manager, Sales officer, 19 Months (Nov 2016 - May 2018)

**Ajio Business:**

Sales Officer, 18 Months (May2018 - October 2019)

**Kimberly Clark:**

Sales Officer, 15 Months (October 2019-December-2020)

**Udaan B2B:**

Territory Sales Manager (January 2021-Working)

**Main Responsibilities**

**Udaan(F&V):**

* Team handling, Key Accounts Management, monitoring sales, planning day to day activities of sales executives.
* Tracking performances of sales executives on daily, weekly, and monthly and guiding the low performers to improve.
* Monitoring competitor’s activities, prices and sharing with team.
* Meet with customers to address concerns and provide solutions.
* Discover sales opportunities through market research and customer relations
* Co-ordinating with supply team to arrange and fulfil the customers requirement
* Aligning Quality team to make sure customer receives the best quality and track the quality issues and get it corrected
* To make sure deliveries are happening on time and escalating if any issues to sales manager
* Aligning sales executives to monitor deliveries and ensuring no returns
* Reporting the day-to-day activities sales manager

**Kimberly Clark**

* Generating Corporate leads through personal, professional & social contacts and reporting to **Business Development Manager**
* Handling order inputs enquires preparing quotation & ensuring follow up with clients for order conformation.
* Business Forecasting, Marketing & Sales Promotions
* Dealing with 14 clients per day.
* Generating sales performance report of clients interpreting sales data to assist market planning demand forecasting.
* Handling Distributors and Generating Sales and Purchase Report.

**EDUCATIONAL QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Course** | **Institution** | **Percentage** | **Year of Passing** |
| B. Com (Computers) | Postgraduate college | 60% | 2015 |
| CSE | Sadhana Junior college | 80% | 2012 |
| SSC | Amaravati Grammar High School | 79% | 2009 |

# Strengths & skilLs

* Accurate, superior written/oral communication and documentation skills.
* Good knowledge of occupational hazards.
* Problem solving.
* Adaptability.
* Strong work ethic.
* Self-confidence.
* Time management.
* MS-Office.
* Internet Concept.

# PERSONAL PROFILE

Name: MOHD.MAQSOOD  
Father’s Name: MOHD.MASOOD ALI  
Date of Birth: 28-12-1992  
Marital Status: MARRIED  
Languages: English, Hindi, Telugu  
Nationality: INDIAN **Declaration**  
  
I hereby declare that the information I have given is true and correct to the best of my knowledge and belief. Hope you will consider my C.V. favorably and give me positive response.  
  
Thanking you,   
yours faithfully   
 (MOHD MAQSOOD)