**C ABDUL KHADER ZEELAN**

**MBA PROFESSIONAL WITH SALES EXPERIENCE**

**4-1-32, IG NAGAR ,AKKAMPALLI ,ANANTHAPUR**

cak2khader@yahoo.com +91-7989622312,9963450532

**WORK EXPERIENCE:**

**SMART INDIA FASHIONS ANANTHAPUR(AP)**

**Smart India Fashion is showroom supplying all types of Mens wear like Jeans ,Shirts,T Shirts, ETC. (NOV2015-TILL DATE)**

**ROLES AND RESPONSIBILTY:**

1.Mainataining showroom with service staff of members

2.Training staff in effective sales and communication strategies

3.Supervising th use of Goods and services

4.Managing financial activities

5.Dealing with customer queries and complaints

6.overseeing pricing and stock control

7.Monitoring ffcincy of all process and creating a positive work environment for employees

8.Applying Different strategies for sale of goods Aeap.....

**KERAKOLL INDIA PVT LTD** APRIL 2014- OCT 2015 **HEAD OFFICE: MUMBAI**  PACKAGE: 3 LAKH **JOB LOCATION: HYDERABAD**

**DESIGNATION: TERRITORY MANAGER**

COMPANY INTRODUCTION: KERAKOLL is a tile chemical manufacturer off ADHESIVES ,GROUTS ,WATER PROOFING CHEMICALS AND EPOXY

**ROLES AND RESPONSIBILITIES:**

1.Meting with Builders, Contractors, Architechts, PMCS, Indpndent Projects etc

2.Giving Brief discription about company products and services

3.finalising the agreement after price negotiation

4.Forwarding the details to Head office and accounts department

5.proper checking of stock once reaches site

6.monitoring the complete process with th help of applicator

7.cross cheking the work before handing over to the concrned person

8.Payment clearance after work completion

**TECHNOTEK INDIA PVT LTD** MAR2009-MAR 2014

**LOCATION: HYDERABAD PACKAGE:2 LAKHS**

**DESIGNATION: TERRITORY SALES EXECUTIVE**

Techno tek is manufacturer of interior and exterior products of paints ,Emulsions,Wall Putty,Primer ,Obd,Texture,Etc

ROLES AND RESPONSIBILITIES:

* Meeting with dealers from the assigned area
* Giving Brief description about the product and various schemes offeredby the company
* After price negotiation supplying the material.
* proper monitoring the stock from plant to end customer
* After Delivery taking confirmation from delar by soting out quris and issues
* wekly followup for payment
* weekly followup for maitaining good relation to incrrease sales volume
* Encouraging dealers to improve sales

**PROFSSIONAL COURIER SERVICES PVT LTD MAR2007-FEB2009**

**HEAD OFFICE: HYDERABAD**  **JOBLOCATION: HYDERABAD**

**DESIGNATION: SALES EXECUTIVE**

Professional courier is a logistical service provider all over Pan India with multiple branches across india

**ROLES AND RESPONSIBILITIES**

1 working under assingned area and under 8 branch managers

2 Visiting corporates ,planning day to day plan and updating sales managr

3 Taking leads from branch manager

4 visiting clients explaing about the services and submitting hardcopy of quotation

5 After price negotiation getting po and subitting to accounts department

6.Timely monitoring with client about proper services offering

7.followup reguraly to maiatained long and good relationship

8.Payment followup

**EDUCATIONAL QUALIFICATION**:

**1.MBA (MARKETING/FINANCE) UNIVERSITY: OSMANIA UNVERSITY**

DURATION: 2005-2007 LOCATION: HYDERABAD

**2.BSC (computers)(MATHS,PHYSICS,COMPUTER SCIENCE)UNIVERSITY:SRI KRISHNA DEVERAYA** DURATION: 2002-2005 LOCATION: ANANTHAPUR

**3.INTER(MPC)1999-2001 RAILWAY JUNIOR COLLEGE(GUNTAKAL)**

**4.SECONDARY SCHOOL CERTIFICATE -1999 RAILWAY HIGH SCHOOL(GUNTAKAL)**

**EXTRA ACTIITIES** :

**CRICKET** : Winners in Inter colligiate Tournment held in ADONI During 2005

**BADMINTON**: Runners in Intrmediate collge during 1999

**LONG JUMP**: Second and Third Prize in Schooling

**NCC CERTIFIACATE** : NCC student Having C certificate and participated in social activity of PULSE POLIO PROGRAMME

**PERSONAL DETAILS**

NAME : C ABDUL KHADER ZEELAN

FATHERS NAME : C KHAJA MOHIDDIN

DOB : 19-01-1983

LANGUAGES KNOWN : ENGLISH, HINDI, AND TELUGU

MOTHER TONGUE : URDU

NATIONALITY : INDIAN