**CURRICULUM VITAE**

**Shahab Ahmad Siddiqui**

532B/079-12A . Mehandi Tola,Aliganj,

Lucknow (U.P)

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Professional Preface

* A dynamic individual with highly motivated & positive attitude towards life.
* A proactive learner with a flair for adopting emerging trends & addressing industry requirements to achieve organisational objectives & profitability norms.
* Possess exceptional team spirit thereby helping in easy achievement of organisational & personal goals.
* An effective communicator with excellent relationship building & interpersonal skills
* Occupational Contour
* Working with SRIJAN PUBLISHERS PVT. LTD as an Sr. sales Supervisor ( 20.Oct. 2015 TO Till DATE)
* Areas operating Aligarh & Ex , Lucknow

**Srijan Publisher** Established in 2005 with this commitment to develop the strong ties with the children with the publishing of quality books. The companyâs most important asset, its human resource comprise of professionals & experienced people from the Industry. In a very short span, the company has established high standard in Publishing. Our books are being used in the leading Schools throughout the country

**Responsibilities:**

* Meet financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
* Maintain inventory and ensure items are in stock.
* Keep up with fluctuating supply and demand.
* Approve contracts with vendors.
* Formulate pricing policies.
* Attend trade shows to identify new products and services.
* Coach, counsel, recruit, train, and discipline employees.
* Identify current and future trends that appeal to consumers.
* Ensure merchandise is clean and ready to be displayed.
* Maintain inventory and ensure items are in stock.
* Keep up with fluctuating supply and demand.
* Analyze operating and financial statements for profitability ratios.
* Utilize information technology to record sales figures, for data analysis and forward planning.
* Monitor local competitors.
* Help sales staff achieve sales targets.
* Handle customer questions, complaints, and issues.

Previous Company

* **SAPPHIRE (INDIA) PUBLISHERS PVT. LTD. (OCTOBER 10.10.2014 TO 10.10.15 DATE)**
* Work as a Sr.Sales Supervisor
* Areas operating shahjahanpur .Raibaraili Lucknow. & Ex. Lucknow
* **SRIJAN PUBLISHERS PVT. LTD. ( JULY 2011- 09.10.2014 DATE)**
* Work as a . sales Executive
* Areas operating Aligarh & Ex , Lucknow .
* **KRITI PRAKASHAN LIMITED ( JULY. 2010- JUNE 2011)**
* Work as a Sales Executive
* Area operating Lucknow .

Professional Qualification

* I have completed my MBA in “Marketing & **Human Resource Management**” in 2010, from Azad Institute of Engineering and Technology Lucknow Affiliated to U.P.Technical University Lucknow.

Internship Exposure & Project Report

* Two-Month Summer Training experience as Management trainee on “ Analysis of religare online and offline equity trading Lucknow”.
* “Changing trend of retailing in rural market with special reference to Timex”

Knowledge of Computer Application Packages

* Ms Office & Internet
* Strength (Areas of expertise)

 Marketing

 Customer Relations

 Market research /Analysis

 High level of Sense of Responsibility

 Excellent verbal and written communication skills

 Confidence, hardworking & willingness to travel any location.

Extra Curricular Activities

* Participated in various **National Seminars** organized by college.
* Participated in **cultural programs** organized by college.
* Player of Volleyball **S.S. HALL (South)**, Aligarh.
* Member of **University Literary Club** AMU Aligarh.
* Volunteer of **National Service Scheme** (AMU Unit) Aligarh.

Language known

* **English, Hindi, Urdu & Regional language.**

Scholastics

MBA (Marketing & **Human Resource Management**)

* Azad Institute of Engineering and Technology Lucknow (Affiliated to U.P.Technical University Lucknow) in 2010

B.A. (Hons.) Geography

* B.A. (Hons.) Geography passed in 2007 with second division from Aligarh Muslim University.

Intermediate

* 10+2 passed with first division in 2004 from U.P. Board.

High School

* 10th passed with second division in 2002 from U.P. Board

Hobbies

* Traveling,
* Reading books.
* Surfing internet,
* playing cricket.
* Personal Dossier

Father's Name : Mr. Anwar Ahmad

Date of Birth : 10th May 1987

Marital Status : Single

Nationality : Indian

Religion : Muslim

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| --- | --- | --- |
| Passport Number | Date Of Issue | Date of Expiry |
| J7665243 | 06-06-2011 | 05-06-2021 |

Permanent Address: Vill- Aehroli PO-Sadullah Nagar Dist-Balrampur UP 271307

Declaration

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

I would be glad to provide any other information, you require. Thank you for your kind attention for walking through my resume.

(**Shahab Ahmad Siddiqui**)

Date:

Place: