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| **CURRICULUM VITAE** |

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|  | 🞂**Zubair k**  Address: 8TH Cross P H Colony  Tumkur-572101,  Karnataka, India  Mobile No: +918147501126  E-mail ID: zubairwahid95@gmail.com |

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|  | **Objectives**  A position in your firm that enhances my skill and knowledge base and ensuring the continuity of my learning skill that offers an opportunity for continuous learning and rewards for shouldering more responsibilities and be a part of a team in accomplishing corporate goals.  **PROFILE SUMMARY**   * A proactive planner with a flair for adopting emerging trends and addressing industry requirements * Possess strong analytical, interpersonal and planning skills. * Good understanding of market. * Dedicated to give task along with good communication and interpersonal skills. * Comprehensive knowledge about sales and good negotiating skills. * Exceptional statistical abilities and managerial skills.   **EDUCATION**   |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Qualification** | **University/Board** | **School/College** | **Marks %** | **Year of pass** | | SSLC | Karnataka Secondary Education Examination Board | National English High School Tumkur | 53.12 | 2013 | | PUC (COMMERCE) | Institute Of Basic And Vocational Education  karnataka | Institute Of Basic And Vocational Education  karnataka | 64.33 | 2015 | | B.Com., | Institute Of Basic And Vocational Education  Karnataka | Institute Of Basic And Vocational Education  karnataka | 70.05 | 2018 |   **EXPERIENCE SUMMARY**  **1.AREA SALES MANAGER 2022-03 - TILL DATE**  **DROP SHOP NETWORK PVT LTD ( B2B ) ( B2C )**   * Working as CITY MANAGER ( Area sales Manager) in Drop Shop network Pvt Ltd . * Managing a team of 3 Team leaders and 30 FSO ( Field sales officer) * Overseeing day-to-day teams' operation and performance * Co ordinating and managing Collaterals with FSO * Regularly co ordinating with CDH Regarding weekly and monthly project performance.   **2 . CITY MANAGER 2021-05 - 2022-03**  **MEESHO - ( B2C) (B2B)**   * Working as CITY MANAGER ( Area sales Manager) in MEESHO * Managing a team of 3 Team leaders and 30 FSO ( Field sales officer) * Overseeing day-to-day teams' operation and performance * Co ordinating and managing Collaterals with FSO * Regularly co ordinating with CDH Regarding weekly and monthly project performance.     **TERRITORY SALES MANAGER** **2016-03 - 2021-06**  **OPPO MOBILES INDIA PVT LTD - (B2C)**   * Was Working as a Territory Sales Manager in OPPO INDIA PVT LTD from 1st March 2016 to 20th December 2021 * Managing a team of 15+ SALES PROMOTERS (SPs). * Overseeing day-to-day teams' operation and performance. * Was Handling 4 regions of TUMKUR. * Creating a healthy and motivating work environment and atmosphere. * Regularly co ordinating with ASM regarding over all weekly and monthly project performance . * Listening to team members’ feedback and resolve their issues or conflicts. * Co ordinating and managing Collaterals with SPs . * Doing regular performance evaluation/ management of SPs. * Held monthly task completion contests to encourage staff. |
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|  | **SKILLS**   * Computer Basic * Diploma in Tally * Diploma in Computer Application * Galileo & Amadeus   **PERSONAL DETAILS**  Date of Birth : 06/09/1997  Father’s Name : Abdul khudus  Mother’s Name : Gulnaz Banu  Nationality : Indian  Mother Tongue : Urdu  Languages Known : Kannada, English, Hindi, Urdu  Home Town : Tumkur  Hobbies : Reading Books , Playing Cricket , Volley ball .  Personal Skills : Good Communication skills, Leadership Skills,  Problem Solving and Decision making Ability,  Work oriented.  **DECLARATION**  I hereby declare that the information furnished above is true to the best of my knowledge and references for the same will be provided on instruction**.**  **DATE:**  **PLACE: TUMKUR ZUBAIR K** |