

RESUME

javed - + 919354048757

Marketing, Sales & Business Development Profession with More than 9 years of cumulative work Experience__

Career Objective: -

To acquire the potential of a true leader & lead from the front pertaining at any domain that i am associated with seek out for the opportunity that would help me build my career in my area of specialisation i.e. Marketing, Sales & Business development.

Personal Strength: -

- Sincerity towards job and punctuality.
- Strong interpersonal organisational skills.
- Can work independent or as a part of team with leading.
- Enhancing customer satisfaction by extending personalised.
- Contract negotiation and closing techniques.

Professional Extract: -

Tele collection executive & Quality analyst - RBS Bank (Effort BPO Limited) 2010 – 2012

Activities & Responsibility

- Customer service and quality are the main priority along with Collection.
- Professional manner calls and politeness is the main role while maturing any case.
- Client feedback and quality scoring.

Business Development Executive & Sr. BD Ex - Weblink.in Pvt Ltd (Exportersindia.com) 2012 - 2014

Activities & Responsibility

- Approach to the clients for enhancing their Business by BtoB portal listing and Website promotion.
- Inside cold calling & Demo presentation.
- Manage team prospects and data to accomplish given target accordingly.

Team Head & Territory Manager - Corporate BtoB Inside sale in Infocom Network Ltd (Tradeindia.com) 2014 – 2018

Activities & Responsibility

- Created and executed strategic sales plans to influence and change competitive Market.
- New Client acquisition with more than 10+ team members
- Responsible for the team handling in NC (New Client)
- Work for meeting the sales target and adjusting in a team work environment to enhance Profitability.
- Demonstrated abilities in expanding the market, overseeing product promotion activities.

- Generating Business for the organisation which turn to the profitability.

Inside Telesales Team lead - Super E factory Depot Pvt Ltd (tradologie.com) 2019

Activities & Responsibility

- Handling More than 7+ team members for new client to become a paid member at tradologie.com
- Approach and cross check daily reporting works within the team to complete Weekly target.
- Calls handling provided by team members and encourage them to accomplish task in time frame.
- Cross check Number of calls on daily basis and analysis lacking points and correct them immediately

Academic Qualification

Graduated in Bachelor of Commerce From Delhi University (2013)

Intermediate From C.B.S.E Board Delhi (2009)

Matriculation From C.B.S.E Board Delhi (2007)

Personal Insight

Present Address : A 21 2nd Floor Sudarshan Park Moti Nagar New Delhi - 110015

Permanent Add : Same As above

Date Of Birth : 24th April 1990

Nationality : Indian

Marital Status : Unmarried

Language Known : Hindi , English , Punjabi

Email Address : ahjavedassociates@gmail.com , ahmadjaved200@gmail.com

Professional Information: -

Notice Period : Currently Working with tradologie.com

Present CTC : 4.32 lacs Per Annum

Salary Expectation : Negotiable

This is to certify that all the information furnished is completely true to the best of my Knowledge & i undertake complete responsibility for the same.

Signature:

Date:

Place: