

K.S.M. THAMEEM ANSARI

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Summary

A professional MBA graduate having vast experience in Marketing, Sales, Business Development and Customer Service. Having Sound Work Knowledge and Experience in Office Administration and Operations. Looking for a challenging position to utilize my skills and abilities that offer professional growth, motivation and learning new things. Belief in team work, desires to be honest and loyal.

Objective

To work in a professional environment thereby pave way for a successful career growth. To achieve knowledge and skill set constantly and speedily in the area of management. To do whatever it takes to excel the organization growth.

Areas of Functional Expertise

Sales & Marketing	Business Development	Revenue Generation
Pan India Operations	Customer Relationship Management	Cost Management
Market Research	Brand Promotion	Logistics / Transportation
Forecasting & Budgeting	Vendor Management	Administration
Team Management	Event Management	P & L Operations
Statutory Compliances	Branch Office Maintenance	Reporting

Professional Experiences

Present Employment:-

Ramky Enviro Engineers Limited (Project: Tamilnadu Waste Management Ltd.)

Working as **Manager – Marketing & Business Development.**

From January 2020 to till date

Roles and Responsibilities: Prospect for potential new clients and turn this into increase business, Identify potential clients and the decision makers within the client organizations, Research and build relationships with new clients, Work with technical staff and other internal colleagues to meet customer needs, Maintaining fruitful relationships with existing customers, Developing quotes and proposals by studying integration of new venture with company strategies and operations, Examining risks and potentials, Estimating partners needs and goals, Closes new business deals by coordinating requirements, Developing and negotiating contracts, Integrating contract requirements with business operation, Follow-up with generators for collection of payments and attending invoice queries, Achieving sales and collection target in responsible zone, Addressing clients complaints / issues and take immediate actions for resolving the same, Vehicle placements, Submitting periodical reports, Focus to activate inactive clients, Competitor tracking, Regular field visits.

Past Employments:-

World Resources Company – U.S. Based MNC worked as Regional Marketing Manager

(From June 2007 to December 2019)

Job Description: Lead generations, New business developments, Building client base, Market analysis and research, Digital marketing, Developing new markets, Creating market awareness, Product/service promotions, Exploring new business opportunities, Creating and maintain brand image, Regular clients visits & communications, Retaining existing customers, Market penetrations, Increasing market share, Revenue generations, Forecasting & Budgeting, Customer services, Resolving customer complaints and issues, Achieving targets/goals, Competitors tracking, Preparing periodical reports, Managing & motivating team for efficient Work/Results, Identifying problems and resolving, Monitoring marketing & sales activities, finding and implementing new business strategies, negotiating proposals and contracts, Updating latest market information's to management.

Additional Responsibilities:- Obtaining regulatory approvals, Transportation arrangements, office administrations, Office supplies procurements, Invoicing and payments, Cost Control, Pre and post shipment process, Documentations, Statutory compliances, Records maintenances, Coordinating with accounts and various other departments, International offices communications, Staff recruitment and training.

WORLDWIDE ASSOCIATES as Sr. Executive – Marketing and Customer Service

(From February 2006 to April 2007)

Job Profile: Predicting the sales, New client's development, Regular client visit, New product promotion, Research on competitor products and gathering necessary information, Coordinating with team Members, Preparation of sales reports. Market research, Controlling the credit limits, Customer service, Resolving client issues and maintain good relationship, Payment follow-ups, Internal office works, Finding out sales related problem and providing solutions, Business associates follow-ups works, Materials inventory maintenance, Import co-ordinations, Maintain up to date market information's.

AL SHAMALI INT. FREIGHT SERVICES (Dubai) as Sales Officer

(From August 2005 to January 2006)

Job Role: New customer's acquisition, Telemarketing, Direct client visits, Getting regular business, Achieving sales targets, Managing existing customers, Customer care, Periodical Reporting to Manager/higher officials, Documentation, Invoicing, Payment collection, Warehouse inventory operations, Transport co-ordinations.

FREIGHTCAN GLOBAL LOGISTICS PVT. LTD. as Senior Executive – Sales

(From July 2004 to June 2005)

Nature of Job: Collecting/Generating new customer data's, Cold callings. New business development, Regular client visits, Maintain good relationship with customers, Finding client related problems and reporting the same to manager, Responsible for sales on assign region, Achieving sales targets, shipment documentations and follow-up, Transport arrangements, Payment co-ordinations, Periodical reporting, Doing office admin related works.

RIGHT ENTERPRISES as Supervisor (Part time)

(From 1999 to 2002).

Production planning, Monitor production process, Materials procurement, Inventory Management, Delivery arrangements, Invoice issuance and Payment follow-ups.

Educational Profile

PROFESSIONAL

Master of Business Administration - Marketing & HR specialization - Mohamed Sathak College of Arts & Science
(2002 – 2004) Affiliated to University of madras
Chennai - 600 119.

ACADEMIC

Bachelor of Bank Management - The New College
(1999 – 2002) Affiliated to University of Madras
Chennai – 600 014

Technical Expertise

Market Survey

- Ability to do survey on product and segment, generate the report for the same.

Branch office Set-up

- Capable to setup a new branch or maintain an existing branch.

Team Motivation

- Ability to lead the team and motivate to achieve goal.
- Able to provide the detail information about the product and consumer segment ratio.

Project Done

Master of Business Administration - Topic Covered “**Absenteeism**”
(Jan 2004 – March 2004) Firm Called “**WHITE HOUSE**”

Institutional Training (UG)

Bachelor of Bank Management - **The Banking Activities**
(Jan 2002 – Feb 2002) **INDIAN OVERSEAS BANK.**

Exposure In Computer

- Ms – Office
- Other basic computer knowledges

Additional Qualification

Type Writing (English)

Extra-Curricular Activities

- ♦ N.C.C
- ♦ Organized confluence 2003 inter college Management Meet

Personal Information

Name : **K.S.M. THAMEEM ANSARI**

Date of Birth : 22/01/1982

Father's Name : K.S. Mohammed Mohideen

Religion : Islam

Nationality : Indian

Marital Status : Married

Languages Known : Tamil, English, Hindi, and Arabic

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Declaration

I hereby declare that the above mentioned information is true and correct to the best of my knowledge.

Date:

Signature

Place:

(K.S.M. Thameem Ansari)