

## Ajaz Ahmad

Senior Sales Development Manager

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### SENIOR LEVEL ASSIGNMENT: BUSINESS DEVELOPMENT, Operations, & HR - I T / I T ES

*Seeking a challenging position with an organization of repute to utilize acquired skills and competencies to create significant impact on the bottom line*

**Snapshot:** Qualified, dedicated & results-driven industry professional with **9+ years** of Operations, Business Development rich experience in driving business expansion through aggressive sales initiatives that deliver revenue growth, market share, and market penetration; Well versed in efficiently managing business closure of huge transaction value through inspirational leadership and excellent business management skills; Highly organized having deep understanding of the sales cycle process; Skilled in cultivating excellent relationships with new prospects and existing customers and identifying & capitalizing on business opportunities

#### Core Competencies include...

- |                      |                              |                          |
|----------------------|------------------------------|--------------------------|
| » Managed Services   | » Human Resources            | » Team Training          |
| » Operations         | » Lead Generation            | » Key Account Management |
| » Customer Retention | » Team Building & Leadership | » Revenue Generation     |

### PROFESSIONAL EXPERIENCE

**Autonation Private Limited:** **Senior SDM** : **Jan 2013 – Till Now**

#### Key Responsibilities:

- Accountable for leading a team of 14 members to develop & explore new business opportunities.
- Execute and implement business strategies through end-to-end sales/retention process.
- Professionally Demo the products & services to Prospects, through webinars and iSeminars.
- Setting up the links and stations for the Company products.
- Liaison with clients, Technical/FC teams to implement and integrate different product lines.
- Developing product/service centric sales strategy and contribute towards sales growth
- Prepare presentation decks for prospect calls, maintain the cold calling targets.
- Efficiently plan and execute marketing activities such as webinars, press releases.
- Interface with company staff & motivate them to successfully close sales activities.
- Plan the conferences and events in coordination with the Executive Management Team
- Prepare and provide weekly dashboard reports, analysis and projections based on available data.

#### Key Highlights:

- Successfully managed business closure worth \$2.5 million in FY 2018 and 2019
- Judiciously identified & successfully completed assigned projects.

**HCL Technologies** : **Operations & Sales Manager** : **Jan.2010 – Dec.2013**

#### Key Responsibilities:

- Significantly conceptualizing & implementing diversification strategies & augmenting sales through maintenance of robust relationship with clients
- Organizing various training sessions for employee's skills development, leadership development, enhancing product knowledge for each level of employees & management personnel
- Train and develop team members on assigned project

Responsible for management of human resource to take on the operations of the company and ensuring Smooth functioning.

- Effectively leading the team of 30 people, creating synergies to harness maximum output.
- Giving weekly presentations.

## ACADEMICS

- **MBA, Operations & HR**
- **B.A Kashmir University – 2006.**
- **Advanced Diploma In Computer Applications**

## PROFESSIONAL DEVELOPMENT

- How to deliver effective Coaching & Feedback
- Performance Management Process

**Date of Birth:** 03<sup>rd</sup> March 1985 | **Languages Known:** English, Hindi, Urdu, Kashmiri and Arabic | **Nationality:** Indian