

Zain ul Abideen

New Delhi, Delhi
zaab2348@gmail.com
+91- 9541704091

- Self motivated, hard working and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism.
- Strong interpersonal and communication skills with an ability to lead a team and keep them motivated.
- Good organizational skills and task management abilities.
- Enthusiastic in learning new technologies, ambitious, extremely hard working focused and devoted careerist.

Willing to relocate: Anywhere

Work Experience

Marketing Manager' Operations & Event Organizer

Social Butterflies
2016-05 - 2017-11

Events such as conferences, meetings, weddings, product launch etc. is a brand name offering spectacular services in organising and managing events, festivals, and corporate as well as personal parties and most importantly in planning weddings. The service provided includes planning of the event, sorting out appropriate dates for the events, deciding the proper location where the event will be held and most importantly the exact budgeting of the event. The vent thus organised offers a very inspirational environment to the audiences that help them to get involved into the event also helps in organising the event.

Responsibilities:

- Coordinate with the clients and sign event organizing contracts from them
- Prepares quotations and negotiates with them if necessary and closes a deal with clients Looks for potential clients in the market as well as maintains ongoing relations with the old clients.
- Decides budget, location, plans the entire event and elucidates the plan to the clients and gets it approved from them before implementing it.
- Once the plan is approved, explains the plan to the event organizers and selects the staff required, Also decides the number of people required for completion of a particular task and distributes work accordingly.
- Calls for a meeting with the event management staff regularly and gets ted reviews from their clients, There reviews are documented and presented
- Marketing and Sales strategy development.
- Value chain and Business expansion.

2. TOI Exhibitions:

Asian Business Exhibition & Conferences Limited (ABEC) - ABEC Ltd. is a major player in the Indian Exhibition and Trade fairs industry. Currently ABEC is a largest private sector Organizer in the Indian

Exhibition market with approximately 10% market share. ABEC deals in different verticals like Real estate, Education, Lifestyle, Hospitality, Infrastructure etc.

Corporate Sales and relations - Assistant Manager Marketing & Sales

2014-11 - 2016-03

Manager' Corporate-Client Relations, Communications & Operations.

Responsibilities:

- Core job includes fixing appointments with corporate Clients and personally meeting them with the purpose of selling our space to them for organizing their Meetings, Incentives, Conferences and Exhibitions
- Need to generate leads on our own and then do a complete follow up and try to convert those leads into potential sales.
- Need to be innovative and think out of the box to convert the potential sale into actual sale.
- Preparation of revenue report and Productivity report, Developing strategy, tactics, sales plans and profit targets.
- Developing relationships with clients.
- Identifying and reporting on business opportunities in target markets.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Plan approaches and pitches, work with team to develop proposals that speaks to the client needs, concerns and objectives.

3. INFOLOGIC SYSTEMS Pvt Ltd- Business Development Manager:

Marketing & Sales -Business Development & Promote Brand Revenues

Infologic Systems Pvt Ltd

2012-09 - 2014-10

Responsibilities:

- Brand marketing and sales Achieving and exceeding new business targets as well as renewals set by the company in respect of the cluster of corporate.
- Promoting the brand image of the company and implementing initiatives related.
- To brand building exercises and maintaining excellent relationship with clients
- Providing daily MIS/ daily report of performance to Senior Management
- Promoting the sales of the company products.
- Develop and implement sales plan and manage all phases of the sales cycle from prospecting to close and follow-up support.

4. Performance Management System & Employee Satisfaction

Head & Business Unit 'Dept'

J & K Bank Ltd

2011-06 - 2011-08

Project - Sales Development & Revenue Generate (Internship)

Responsibilities:

- Responsible for the effective relationship management of a portfolio
- Corporate customers, existing and new, with a view to enhancing corporate relationships

- Prepared proposals with Sales department in an accurate manner and followed in effective order to maintain high quality lending practice.

Education

MBA in International Marketing

Imperial College of London

2010-08 - 2012-08

Bachelors of Commerce B.COM in Science & Commerce

University of Kashmir

2010

Post Graduate Diploma in Management in Management

Indian Institute of Planning & Management - Brussels, BE

Skills / IT Skills

Strategies 'business development' marketing '

Additional Information

SKILLS

1. Market Expansion Strategies.
2. Negotiations and Sales, Strategic Partnership Building and
3. Market Analytics.

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