

UBAID WAHID

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WORK EXPERIENCE

➤ **Hot Cocoa Software pvt ltd. (Nov, 2019- present) as Junior Associate**

Hot Cocoa Software is a high-energy mobile development company focussed on creating innovative solutions that solve complex business problems. Our team comprises technical and strategic talents from diverse backgrounds, from founding venture-funded startups to working for Fortune 500 MNCs.

As Junior Associate of the company my goals are: Identifying & developing potential customers for achieving business volumes consistently and profitably. Mapping client's needs & providing the best products to suit their requirements. Generating business from existing accounts and achieving profitability & sales growth. Building healthy business relations with major clients & ensuring maximum customer satisfaction. Handling planning, operations & analysis for assessment of revenue potential in business. Develop client proposals and present at stakeholder meetings. To develop market intelligence through a comprehensive database of alternative options and comparative prices for negotiating price and terms of purchase.

➤ **Infodart Technologies pvt ltd. (Feb, 2019- Aug, 2019) as Management Trainee**

Infodart Technologies LTD. is a global IT Solutions & Service provider with more than 50 years of collective industry experience.

Being a Management Trainee my common goals were generating business to the company through various processes like Bidding on various platforms like Upwork, freelancer, etc, for Mobile app & web development, POS, SAP, ERP, CRM, etc. Client handling, closing the deals by negotiating with the national/international client.

➤ **Cetpa Infotech pvt ltd as Seo trainee.**

Seo trainee at Cetpa Infotech pvt ltd, Noida for 6 weeks in 2017

EDUCATION

- BCA from Jamia Hamdard University 2015 .
- Senior Secondary passed from National Institute of Open Schooling 2012 .
- High school passed from Central Board of Secondary Education 2007 .

TRAININGS ATTENDED

- Search Engine optimisation (SEO) from Cetpa Infotech Pvt. 2017.
- Cisco Certified network Associate(CCNA) from Net hub, New Delhi. 2014.

TECHNICAL SPECIALIZATIONS

- Ms Office
- Basic Computer Knowledge

PERSONAL DETAILS

Father's Name	:	Abdul Wahid
Date of Birth	:	23/01/1989
Sex	:	Male
Marital status	:	Single
Languages Known	:	English, Hindi, Urdu , Chinese (beginner), Japanese (beginner).
Nationality	:	Indian.
Hobbies	:	Travelling , Interaction with people, Internet surfing.

SUMMARY

Versatile and analytic individual with a practical hands-on approach, aimed at achieving results to benefit the company in terms of high revenues and increased customer base.

DECLARATION

I Consider myself familiar with the above mentioned skills. I am also Confident of my ability to work in a Team. I hereby declare that the Information Furnished above is true to the best of my knowledge.

UBAID WAHID