



**KafeelAhamadAnsari**



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### **Personal info**

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### **Objective**

Efficiencyto enjoy the challenges of marketing in a reputed organization i can apply my skill and organization skill to achieve organization goal and also help my organization to achieve greater.

### **Professional profile**

My degree is in businessmanagement I also have interest in marketing in terms of customer service market research consumer behavior and brand addressing. my job is as sales and marketing assistant where I had the opportunity to work face to face with customer providing the product. The company had following up on old client and making strategies to pursuit new customer.

### **Work experience**

#### **Marketing manager U.P East** (Indicium assessment pvt.ltd)

**September 2014 to Nov 2014**

- Marketing of I.S.O Certification
- Conduct business plan review meetings with sales team
- Maintain relationship with existing customers for repeat business
- Maintain contacts with processionalals and personal contacts to build referrals
- Provide timely feedback to the sales personnel regarding their sales performance

#### **Sales Officer**(sunny motors pvt. Ltd.Lucknow)

**Augus 2012 January 2014**

- Prepare the customer profile card
- Demonstration of the vehicle to the customer
- Offer the test drive
- Value chain services and end to end sell

**TSM (Regenvo Mobile Pvt Ltd VIVO)**

**December 2016 till December2020**

- Strong team-building skills
- Reviewed business plans and set goals for future
- Coordinated departments to focus on goal plans.
- Held monthly task completion contests to encourage staff
- Excellent goal tracking and report writing

**TSM (Inlead Mobile Pvt Ltd OPPO)**

**January2021 to Present**

- Handing the Area of 1600 Pcs Market
- Strong working on a low Infra site to push our business in good platform
- Promotion activities for new products.
- Executing strategies for market penetration for new products as well as increasing the share of the existing products.
- Deep monitoring of Reports with business Key KPI to complete all task on time.
- Managing Sales Team and Channel Partners and ensuring a Good ROI (Return on Investment).

### **Technical skill**

- Window 97/2000/2007/XP.MS office internet application
- Tally 9.0
- Microsoft Excel

### **Extra achievement**

**Certificate of excellence awarded for participating in the (role play competition) at IIPMLucknow campus.**

### **Education**

**Completed full time programme in small industry interface leading to master in business administration (M.B.A) with specialization in marketing.(M.S University Tamilnadu) IIPM Lucknow June 2010 to May 2012**

### **Name of Graduation degree, 2009**

Graduation (B.A) from VBS Purvanchal University Jaunpur UP

### **Class XII, 2006**

Tilakdhari Singh Inter collage jaunpur

### **Class X, 2004**

Arya Inter collage jaunpur