

## RESUME

# **TANVEER AZAM**

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- **Address:** - S/O. Sikandar Ali, Near parastoli kabristaan, New parastoli Doranda. Ranchi, Jharkhand 834002.

## **OBJECTIVE**

- Young Budding Marketing professional completed MBA from **INSTITUTE OF MANAGEMENT STUDIES, Ranchi University**.
- Consistent academic record with zeal to learn new concepts quickly and apply innovative ideas for achieving good results. Motivated, self-starter with a passion to succeed and desire to excel in the areas of Marketing, Relationship and Research.

## **EDUCATIONAL QUALIFICATION**

- MBA with Specialization in **Marketing** and **HR** from **Institute of Management Studies (IMS), Ranchi University** (2012-2014)
- **Bsc.IT** from **Kuvempu University** (2008-2011)
- **I.sc (Mathematics)** from **JAC** in 2008
- Class 1<sup>0th</sup> from Vivekananda Central School (CBSE Board) in 2006

## **PROFESSIONAL QUALIFICATION**

- Diploma in Software Engineering.
- Certificate courses Advanced excel, C++, Html.

## **SUMMER INTERNSHIP PROJECT**

I had my Internship from “**STATE BANK OF INDIA**”. My topic was “**Market analysis of salary package vis-a-vis other banks**”. I was a paid Internee. I have to survey what a bank is giving facility to its Salary account holder and compare it with other banks. I had my internship in Hazaribag location.

## WORK EXPERIENCE

- Working in OXIGEN SERVICES INDIA PVT. LTD as a TERRITORY MANAGER from 11<sup>th</sup> MAY 2015. I had started as a Territory manager for Jamshedpur cluster but later I looked after whole Jharkhand for 6 months and handling a team size of 6. I have crossed my march month target and finished at 1.38 cr. Currently handling 7 distributors with 350 retail outlets.

### RESPONSIBILITIES:

1. To educate the customers regarding company's scheme and products.
  2. To develop the territory assigned.
  3. To develop channel as well as Primarily Direct sales.
  4. To appoint distributor were needed.
  5. To train sales team about new product and ensure the implementation of such schemes.
  6. To take reports from the team and submit to the DZM.
  7. Ensuring at least daily 15 calls made by each member of team.
  8. To make 10 calls daily by visiting new or existing retail points.
  9. To maintain and develop better relationship with our partners.
  10. To forecast the sales target.
  11. Availability and visibility of all products.
  12. To know about the competitors market share and activity in assigned area.
  13. To handle all kind of queries and re-direct for solution to the concern department.
- Worked in VODAFONE as a Sales Executive from May 2014 to May 2015.  
I was handled 2 associate distributor and 1 super distributor along with 3 vodafone pracharak. In Vodafone I got a retail base of 138 which I have converted into 236. I took Activation outlet from 48 to 97 which helps in increase of revenue. I was Ranked no.1 in Jharkhand for successive 4 months.

## ACHIEVEMENTS

- Opened only "OXIGEN STORE" in Jamshedpur. Recognized as Best performer of Bihar and Jharkhand.
- Ranked 1. In PSR for 4 successive month in Jharkhand.
- In college, Skipper of a team in the competition **Sales and Marketing** and won **1<sup>st</sup> prize**.
- Initiated to organize National seminar and participated on it and awarded with young **Leadership title**.
- Selected as a **CORE MEMBER** of Career **Development wing** in IMS (2012-2014).
- Selected as a **CORE MEMBER** of working committee during **Placement fair** of NIIT in 2010 and "**UniitE**" (Annual fest) from 2009 to 2011.

## EXTRA CURRICULAR ACTIVITIES

- Worked with an event management company (**OUTVIE events and solution**).
- Played Cricket at District level, Ward level.
- Participated in Drama competition and won 1<sup>st</sup> prize at Jinks and also involved myself in participating various competition and got the Certificates/prizes for the same as well.
- Managed several other events for NIIT as a **Volunteer**.

## PERSONAL DETAILS

Date of Birth : 14<sup>th</sup> of July, 1991  
Gender : Male  
Languages : English, Hindi  
Father Name : Sikandar Ali  
Father Occupation : Government Employee  
Passport Number : K5101670

### **DECLARATION:-**

I do hereby declare that all the information given above is true to the best of my knowledge and belief.

**Date: -**

**Signature: -**

**TANVEER AZAM**