SHAHRIYAAR GUL

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Ward 13 Mian Mohalla Pattan District:- Baramulla

OBJECTIVES

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

EDUCATION

Himalayan University, Itanagar, Arunachal Pradesh

2018

B.Com

A / 67.26

IIBM Institution of Business and Management, Meerut, Uttar Pradesh

2019

Six Sigma Green Belt Professional

A+

IIBM Institution of Business and Management, Meerut, Uttar Pradesh

2019

Project Management

A+

IIBM Institution of Business and Management, Meerut, Uttar Pradesh

2020

MBA / International Business and Management / Information Practice

A+ / 74.62

Institution of Electronics and Information Technology, Pattan, J&K

10/02/2021

Advance Diploma in Computer Application

A /73

SKILLS

Active listening

Communication

Computer Skills

Customer Skills

Interpersonal Skills

Leadership

Management Skills

Problem solving

EXPERIENCE

Paradise Enterprises

01-11-2020 to 30-11-2021

Sales and Data Manager

. Provides customer service assistance to assist an Account Manager or servicing team

. Develops data quality, budget and data management plans. Provides early strategic input into protocol design focused on data management issues

. Coaches direct reports to achieve. Actively managers under-performers via performance improvement plans to meet established performance levels

. Manages team by coaching, performing all evaluations and overseeing performance management plans of Field Sales Manager

. Proactively monitors and engages poor performers to develop weaker area and, if necessary, moves people out when performance doesn’t improve

. Establishes team and individual sales goals and provides effective coaching of sales representatives to constantly improve their performance

. Work with Area Sales Manager on customer and prospect management and territory management

. Create demand at the end users level. Analyze end user area sales monthly and propose market share to management on a quarterly bases

. Assist departmental management in identifying possible improvements in systems and procedures