



HARSHAD HUMAYOON

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CONTACT DETAILS :

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Whatsapp : +918129444624

DEIRA - DUBAI.

VISA STATUS : Visit Visa.

Exp Date : 15 / 06 / 2018.

SOFTWARES KNOWN

- ❖ MS WORD
- ❖ MS EXCEL
- ❖ SPSS
- ❖ MS POWERPOINT
- ❖ TALLY
- ❖ ADOBE PHOTOSHOP

LANGUAGES

- ❖ English (Speak-Read-Write)
- ❖ Malayalam (Speak-Read-Write)
- ❖ Tamil (Speak)
- ❖ Hindi (Read-Write)
- ❖ Arabic (Read-Write)

KEY SKILLS :

- ❖ Attention to Detail.
- ❖ Competitive Analysis.
- ❖ Problem Solving.
- ❖ SWOT Analysis.
- ❖ Time Management.

CAREER OBJECTIVE:

To continuously enhance my knowledge, skills and experience by getting involved in challenging work environment and utilize them for personal and organizational growth to the best of my ability.

WORK EXPERIENCE.

Sales Consultant – (April 2014 - May 2015)

D-Line consultancy, kerala, india.

- Interview clients to determine what kinds of properties they are seeking.
- Generate lists of properties that are compatible with buyers' needs and financial resources.
- Contact property owners and advertise services to solicit property sales listings.
- Coordinate appointments to show homes to prospective buyers.
- Arrange meetings between buyers and sellers when details of transactions need to be negotiated.
- ❖ **Business Development Executive –(March2017 - March 2018)**Life line Surgicals , Kochi, india.
 - Serve as the primary point of contact for all medical healthcare facilities and medical-surgical distributors within the territory.
 - Conduct sales presentations: Proper use of current selling methods learned in sales training courses including use of sales tools, and proper demonstration of product features and related benefits to patients
 - Work collaboratively with area sales leader and other sales representatives to build, implement and execute a sales plan for assigned area.
 - Develop relationships with medical-surgical distribution reps and provide training to increase sales and loyalty.

ACCADAMIC RECORD

MASTER IN BUSINESS ADMINISTRATION

SRM University, Chennai, Tamil Nadu, India.

Specialization : Finance & Marketing (PG)

Year : (2015 – 2017)

BACHELOR OF BUSINESS ADMINISTRATION

University Institute of Technology, Kollam, Kerala, India.

Specialization : Business Administration (UG)

Year : (2011 – 2014)

SCHOOLING HIGHER SECONDARY LEVEL

M.K.L.M.H.S.S Hr. Sec. School – Kollam , Kerala, India.

Specialization : Commerce (Plus Two)

Year : (2009 – 2011)

HIGH SCHOOL LEVEL

C.F.H.S.S Hr. Sec. school – Kollam , Kerala, India.

SSLC : (2008 – 2009)

ACHIVEMENTS

- Certification course in accounting TALLY
- 2nd place in College level Drawing competition.
- Three times participated state level Leadership camp conducted by YMCA.

PERSONAL INFORMATION :

Nationality : Indian.

Date Of Birth : 20-09-1992 .

Sex : Male .

Marital Status : Single .

Father's Name : Humayoon Kabeer .

PROJECT AND INTERSHIPS

Internship in:

- Internship in - SIMS, Vadapalani in the Department of Human Resource Management.(20 days)
- Internship in - Maruti in the Department of Finance And Marketing.(45 days)
- Internship in - Bike World Hero pvt. ltd in the department of finance &marketing.(45 days)

Projects on :

- Project on : "A Study On Effectiveness Of Sales Promotion and Techniques Adopted By Sarathy Bajaj, Kerala".
- Project on : "A Study on Analysis Of Customer Perception about Pricing at Maruti Suzuki Cars".
- Project on : " A Study on Brand Health of Apple Phones".

PASSPORT DETAILS

Passport number : M0939079

Place & Date of Issue : Trivandrum – 06/08/2014

Expiry Date : 05/08/2024

DECLARATION

I, Harshad Humayoon, hereby confirm that the information given above is true to the best of my knowledge and belief.

Place : Dubai

Date :


HARSHAD HUMAYOON