**SEHENAZ BEGUM**

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**Address** : Mosabani, Dist :- East Singbhum

Jharkhand – 832104.

## CAREER OBJECTIVE

* My major area of interest and preference lies in the field of Marketing Management. To have a learning and growth oriented career, in your company having a modern and professional working environment.
* My serving period will show a mutual benefit to both your company as well as to my career, to achieve a profitable goal in future.

## EXPERIENCE

**Company Name :- S &O Investments**

**Duration:-** June 2019 till present.

**Designation**: Commercialization Executive

**Job Location** :- Bhubaneswar, Odisha.

## Roles & Responsibility:-

* Interacting with brands, agencies & retailers.
* Handling teams.
* Selling promotional space and branding space as well handling events.
* Handling strategic tie up.
* Making weekly & monthly revenue reports
* Budgeting and planning strategies to achieve the targets.
* Making department Monthly review reports
* Inter department coordination.

**Company Name :- Club Mahindra.**

**Duration:-** October,2018 to May 2019.

**Designation**: Executive - Sales.

**Job Location** : Bhubaneswar, Odisha

## Roles & Responsibility:-

* Identify potential customers, create and close new business opportunities in line with the strategic direction of the company.
* To build and maintain strong client relationships by effectively handlings objections

/cancellations thus ensuring a high level of customer service is met at all times.

* To prepare sales proposals for prospective clients.
* Regular liaison sales / Pre -sales and member relations department.
* To keep abreast of new products and services and undertake training as and when required.
* Any other activities as defined by the reporting manager

**Company Name :-EpsumLabs Pvt. Ltd. Duration:-** January,2018 to August,2018. **Designation**: Marketing Executive.

**Job Location :** Bhubaneswar, Odisha.

## Roles & Responsibility:-

I was responsible for:-

* Overseeing and developing marketing campaigns
* Devising and present ideas and strategies
* Aligning campaigns, assets, communications and messaging to corporate branding initiatives
* Managing campaigns on social media.
* Attending initial sales meetings and meeting the client
* Determining a client's business requirements and whether the requirement being considered are suitable
* Decide whether the software or hardware needs adapting to meet the client's needs
* Presenting my findings to a technical team to act on, and then to the client

## ACADEMIC QUALIFICATION

* + **Completed MBA in Marketing and Operation Management in Srusti Academy Of Management batch of 2016-2018, CGPA- 7.2**
  + **Completed BCA in Ghatsila College Ghatsila, Kolhan University Batch of 2013-2015, SGPA- 75%**
  + **Completed +2 in St Joshep’s Convent High School, Mosabani, in ICSE Board in 2012 scored 56%.**
  + **Completed 10th in St Joshep’s Convent High School, Mosabani, in ICSE Board in 2010, scored 64%.**

**SUMMER INTERNSHIP PROJECT**

|  |  |  |
| --- | --- | --- |
| **Name of Organization** | **Project Title** | **Duration** |
| DIGI KEY (India) | Online library system | 4 weeks |
| OXFAM India | Perception of IT employees toward donation as a tax exemption measure  – A comparative study among Infosys  and TCS. | 50 days |

**COMPUTER PROFICIENCY**

* MS OFFICE: Word, Excel, PowerPoint.
* Tally 9

# HOBBIES

* Listening & Singing songs
* Browsing Internet.
* Cooking

**PERSONAL SKILL**

* Competitive skill
* Leadership ability
* Problem solving ability
* Good communication skill

**PERSONAL DETAILS**

**Date of Birth :** 28 MARCH, 1993

**Gender. :** Female

**Language known. :** English, Hindi , Urdu, Begoli and Odia.

**Father's Name**. **:** Wasim Ahemad Khan

**Mother's Name. :** Nasima Begum.

**Place: Signature:**  \_