

Personal Information

MOHAMED THARIQ S

 Dubai (United Arab Emirates)

 +971- 568096616

 asthariq1@gmail.com

 <https://www.linkedin.com/in/mohamed-thariq-s-14b5131355>



Gender: Male | **Date of birth:** 15/10/1994 | **Nationality:** Indian

Visa Status: Visit Visa up to May 31st -2020

Profile:

Enthusiastic career oriented and talented with two years' professional experience. Looking forward to taking up the responsibilities to enhance my knowledge and skills in a reputed firm.

To work hard for the opportunity and responsibility assigned and to be loyal to the Organization.

Work Experience:

Marketing Executive

ASIAN PAINTS LTD CHENNAI (INDIA)

Period: Mar'2018 to Jan' 2020

Roles and Responsibility:

- Responsible for owning firms, executing architect sites and managing contractors, vendors and other stakeholders.
- Maintain customer's relationship.
- Monitor and ensure the growth of core products along with new and focused products.
- Keep records of interactions and transactions of customer, keeping record of details of customer complaints, inquiries, and comments.
- Fixed appointment to architects and interior designers, generate business for select set of luxury products and services.
- Site inspection and make sure customer satisfaction, maintain proper reports.
- Understand the exact requirements.
- Identifies and targets influential people inside the client, customer and third-party organization and builds a relationship with them,
- Deliver excellent customer service experience, assist in inquiries and requests in a timely and professional manner.
- Explore and start business with new Firms to expand the overall sustainable sale potential in the territorial market.
- Accomplish growth and value up gradation of existing firm network.
- Organize promotional activations and product awareness meets for stakeholders (Firm/Contractor/Dealer).

- Provide timely feedback on market practices and offerings as an input for scheme design.
- Shares knowledge, experience and expertise with key clients, customer and third parties.

Sales Engineer

CYPERTRONIC AUTOMATION & SECURITY PVT LIMITED (INTERN)

Period: Oct'2017 To Dec'2017

- Collaborate with sales teams to understand customer requirements and provide sales support.
- Using the CRM to maximize online marketing opportunities.
- Enter and process all incoming orders - EDI, web portal based, e-mails.
- Managing the company's email marketing campaigns.
- Send dealers and distributors daily or weekly inventory updates
- Prepare and deliver technical presentations explaining products or services to customers and prospective customers.
- Demonstrating products, services and solutions to potential clients.
- Offering after-sales support services.

Education and Training:

2016-2018 MBA with 6.6 CGPA

AREA OF SPECIALIZATION

Marketing & sales

B.S. Abdur Rahman Crescent University, Vandalur- Chennai. (India)

2013-2016 B.SC electronics and communication science with 6.1 CGPA

Mohamed Sathak College of Arts and Science - Chennai (India)

Languages Known:

English, Tamil, Malayalam.

Job-related skills:

- Responsible for customer satisfaction
- Customer relationship management (CRM)
- Negotiation skills
- Business-to-business (b2b)
- Report management
- product presentation
- product training
- painting application systems
- well organized, analytical skills
- E-commerce order management
- Find the target audience
- Managing client communication both over the phone and by email.
- Contributor to organization goals

- Ability to work collaboratively in a team environment
- Potential business opportunities
- Maintained standards and procedures of company
- Maintained clean and neat appearance of work station
- Resolved any customer complaints to ensure customer satisfaction
- Strong problem-solving skills
- Team management
- Technical Site auditing
- Deal closer

Communication skills:

- Excellent written and verbal communication
- Good presentation and coordination skills
- Speaking in public, groups are developed from professional trainers.
- Excellent presentation and negotiation skills.

Organizational / Managerial skills:

- Strong problem-solving, analytical and good interpersonal skills acquired by working as a Marketing Executive
- Time management
- Goal setting and meeting goals
- Managing appointments
- Project management
- Creating and keeping deadlines

Digital skills:

- MS Office, MS word, MS Excel & MS power point.
- Photography
- Digital Marketing
- Social Media Management

Participation and Certificates:

- Organized south zone contractors & designers training program.
- Organized new product launching meeting.
- Organized "FEXTRONICS" Technical symposium in Mohamed Sathak Arts and Science College, Sholinganallur, Chennai.
- Participated in one-day workshop on "ENTREPRENEURSHIP ORIENTATION PROGRAMME" in B.S. Abdur Rahman Crescent University,

Declaration

I hereby declare that the above mentioned details are true and I'll be the responsible for the coarseness of the above mentioned particular's.

MOHAMED THARIQ S

Date: