

CURRICULAM-VITAE

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# Objective

Seeking a challenging career in an esteemed organization that would give me scope to utilize my technical, analytical abilities for the achievement of the organizational goals, simultaneously widening my sphere of knowledge in Sales and marketing.

# Summary

Overall 7 years and 11 months of Experience in Include all Sector.

#### Enquiry / Lead Generation Activities

* Identification of Customer – Need Based
* Appraisal & Approval
* Documentation (Credit Policy) and Terms of Financing Discussion

#### Disbursement

* Portfolio Management
* Settlement Role of Portfolio Manager
* Have designed and Implemented **Major or mini project.**
* Currently Leading the Teaching of computer students.
* Liaising with the Client on prepared process guides for their sign off.
* Worked on **Troubleshooting in p.c and networking** Operations.
* Assisted Configuration Manager in Developing the **Education Management**

process Guide.

* Managing and Facilitating Minor and Major Maintenance Window Activities, server.
* Worked on micro, minor maintence in problem.
* Chairing client calls
* Chairing Change Freeze Calls
* Performing **good performance in client**.



* Familiarity with local territory.
* Customer handling skills.
* Result orientation.
* Chairing Weekly and Monthly Service Review Board with the Customer.
* Certified in **java** with excellent grades.
* Certified in **Hardware and networking** with excellent grades.
* Certified in **.net** with excellent grades.
* Received Achievement award in Niit
* Expert in HP Service Desk, Service Now, Manage Now Tool and also Done in Computer related task.
* Manage Showroom and Achieve Target With Sales Manager.
* To Improve Sales.

### To Meet Different Type Of customers.

* Improve Sales.
* Collection O.D
* Finance Vehicle
* Meet different types of merchant.
* Visit mall,shop,glocery and collect files.
* Install pos gprs machine.

# Skill Set

## Soft Skills

* Efficient in handling Time and stress Management
* Efficient Learning skills
* Coordination & Leadership Skills
* Analytical skills
* High energy, agility to take targets, Negotiations Skills
* Effective communication skills- verbal and written

## Technical Skills

* MS Office, Microsoft Access
* J2SE,JSP and Servlet
* Exposure to Quality Analysis

# Experience in Mswipe Technology pvt ltd (jan2021-to till dates)

* Worked as a Team Leader
* Manage team and growth business.
* Responsible for acquiring new customer
* Achieving overall numbers of targets.

# Experience in HGS international services(ICICI MERCHANT)(May 2019- Nov 2019)

* + Working as a Sales officer.
  + Visit marchant..
  + Visit mall,shop etc
  + To collect files.
  + Install Pos Swip gprs Machine.

**Experience in HUL (Nov 2017 Mar 2019) FMCG**

Responsible for handling the distributors in the assigned location. Handling primary & Secondary Sales.

Daily Visit & repeat Orders in the assigned location.

# Experience in Career Tech Institute (September 2014- April 2017)

* Working on Manage centre and management.
* Worked on project level with different level.
* Liaising with the Client on prepared process guides for their sign off.
* Teaching in b.tech candidates with project level.
* Maintain office and manage office staff.

# Experience in Oracle Institute (September 2013- September 2014)

* Worked on hardware and networking.
* Solving problem in system **.**
* Solving Sharing network in system to server.
* Working on **Troubleshooting** Operations.
* Worked in LAN,MAN Network.
* Managing and Facilitating Minor and Major Maintenance Window Activities

# Experience in Montfort Academy (April 2013- September 2013)

* Worked on Surveyor, To meet client.

#### Worked on Convincing in client for taking admission.

* To handle, team management problem.
* Liaising between the Client and Change Management Operations Team for any process improvement.

# Experience in Reallife (M) company (March2011-Nov 2012)

* + Performed different **Case studies and Trending** of **recurring incidents,**

which resulted in reduction of incidents.

* + Managing Daily and Weekly reports/statistics for the team.
  + Data sending and receiving information throw online.
  + Data entry records.

# Certification

* Java Certification. – C.M.C
* .Net Certification. – ICS
* Hardware and Networking Certification. – NILET Formally DOEACC

# Awards andAchievements

* Received **Achievement** in NIIT

# Education

* Bachelor of Engineering (B.E.) in **Computer Science and Engineering** trade from **Sipna’s C.O.E.T Amravati (MH.) India** affiliated to SantGadgeBabaAmravatiUniversity.

# Personal Details

Marital Status: married Nationality: Indian Sex: Male

Hobbies: Exploring and Obtaining Information/Skills Passport No: H6364272, Expiry on 2020

Permanent Address: - Ara more, Maruf ganj, Dhanbad, Jharkhand-826001

#### I am always eager for obtaining new valuable skills and improving my knowledge…