

Feroz Ahmad

184 – Jamun Street Lalkurti, Meerut Cantt (U.P.)

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Committed and results – oriented professional with 7 plus years of experience in Sales & Marketing, Business Development, Client Relationship

CAREER OBJECTIVE

To work with dedication and determination to assist the organisation in achieving its goals and to excel myself in the profession.

STRENGTHS

My confidence, attitude & self-belief. Capable of adapting myself in any team environment and being able to work in constraint. My ability to lead the team and motivate others around me.

WORK EXPERIENCE

- Worked in **REGENVO MOBILE PVT. LTD.** for **VIVO Smart Phones** as Team Leader from October 2016 till Present.
 - ❖ **Nature of duties –**
 - ❖ Mediate between sales team and management to address complaints and dissatisfaction from both parties.
 - ❖ Supervise sales associates and handle change requests by customers.
 - ❖ Be acquainted with sales items and procedures in the department in order to provide accurate information to clients that can enhance sales transactions.
 - ❖ Develop sales strategies to reach new customers and also grab the attention of already existing ones to boost sales.
 - ❖ Train members of the sales team in order to make them better sales associates.
 - ❖ Have a positive approach to sales strategies and motivate sales associates to keep their heads up in both good and bad moments in the sales.

- Worked in **TECHSMART** for **MICROMAX** as Route Trainer from July 2015 to September 2016.
 - ❖ **Nature of duties –**
 - ❖ Handling business development for Micromax & YU products.
 - ❖ Determines training needs by traveling with sales Representatives.
 - ❖ Daily market visit and training promoters, dealers on the shop.
 - ❖ Studying & maintaining sales results report.
 - ❖ Managing entire western UP including few cities of UTTARAKHAND.
 - ❖ Sometimes conducting classroom training sessions.
 - ❖ Travel across cities wherever required by respective ASMS.

- ❖ Daily tracking of sales in group & motivating, encouraging promoters to sell.
- ❖ Timely updating and imparting knowledge to promoters.
- Worked in **TECHSMART** as MSS (Promoter) from Feb 2012 to June 2015.
 - ❖ **Nature of duties –**
 - ❖ Handling business development for Micromax products.
 - ❖ Interacting with customer to create business opportunities.
 - ❖ Complete responsibility of sales .
 - ❖ Responsible for achieving sales numbers & revenue targets.
- Worked in **MCDONALDS** , Meerut as cashier from July '10 to January '12.
 - ❖ **Nature of duties –**
 - ❖ Responsible for collecting cash from the customers and depositing in to the bank.
 - ❖ Responsible for interacting with the customers and taking the orders.
 - ❖ Responsible for achieving sales numbers & revenue targets.
 - ❖ Responsible for maintaining a good relationship with the clients.
 - ❖ Responsible for taking the feedback from the customers.

EDUCATIONAL QUALIFICATION

- ❖ Passed B.A. from CCS University, Meerut.
- ❖ Passed Intermediate with Arts from C.B.S.E. Board.
- ❖ Passed High School from C.B.S.E. Board.

PERSONAL DETAILS

Father's Name : Mr. Dilshad Ahmad
Date of Birth : 22nd July 1988
Permanent Address : 184–Jamun Street, Lalkurti, Meerut Cantt- 250001
Gender : Male
Nationality : Indian
Marital Status : Unmarried
Languages Known : English, Hindi & Urdu

(Feroz Ahmad)