NEZAMUDDIN

Mobile number:9871500654, 7044435435

E-mail:- nezamuddinsiddique629@gmail.com

***SNAPSHOT***

**MBA in (Marketing) with 5 years of channel sales/ Business development experience in automotive industry.**

* Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
* Channel Sales & operations management.
* Charismatic and confident in handling both- the internal activities of an organization as well as external dealing with customers, dealers, distributors
* Exposure in market development & handling Dealers network
* The skills to work both independently and as part of a team
* Career Oriented, Focused & time management.

***ORGANIZATIONAL EXPERIENCE***

**Asahi India Glass Ltd- SBU (Automotive Division), SALES OFFICER**

**( Joined at Kolkata then relocated at Siliguri ) working since Nov'2019.**

**Roles & responsibilities**

* Handling sales (Automotive glass, sealants, wipers and mouldings) & Depot's operations management.
* Sales / Business development
* Visits channel partners (Dealers, Garrages, Multi brand workshops, Authorised dealers of vehicles) for order & collection.
* Dealer retention & new Dealer development
* Dealers data recording & sales forcasting.

**METRO TYRES LIMITED – SALES OFFICER (Muzaffarpur-Bihar)**

**Joined as Management trainee then promoted to Sales officer (Sep'2016- Oct'2019)**

**Roles & Responsibilities**

* Channel sales of Tyres & tubes.
* Dealer retention & New dealer development
* Sales / Business development
* Follow ups once the delivery has been made and also for payment collection.
* Inventory management and sales forecasting.

***TRAINING & INTERNSHIP***

* *SOMANY CERAMICS LIMITED- NOIDA, U.P (45 days)*
* *JOSHI AUTOMOBILES PVT LTD-* ***MOHALI, PUNJAB (6 months)***
* ***LUDHIANA STOCK EXCHANGE LIMITED- LUDHIANA, PUNJAB (45 DAYS)***

# *EDUCATION*

* **MBA -** **SALES & MARKETING** from Punjabi University Patiala in 2016 (68.65%)
* **BBA** from Punjabi University Patiala in 2014 (68%)
* **12th**(COMMERCE) -2010 - Bihar State Board – Patna, Bihar (62%)
* **10th** -2008 - Bihar Secondary Education Board - Patna, Bihar (52%)

# *computer proficiency/presentation skills*

* Microsoft office (Word, PowerPoint, Excel), Internet Browsing
* SPSS (Statistical Package for the Social Sciences)
* ERP basics

# personal details

D.O.B: **10-may-1993**

Languages known: **Hindi, English, Urdu, Punjabi**

Marital status: **Married**

**Declaration**

I hereby declare that all the above information given by me is true and correct to the best of my knowledge.

**Place**: SILIGURI **NEZAMUDDIN**