

Objective:-

Seeking to be an effective catalyst in motivating & team building through value added initiatives, dedication and positively contributing to organizational growth and enhancement.

Personal Strength

- Good communication skills and convincing power.
- Excellent Presentation Skills & Building relationship power.
- Good leadership and management qualities.
- Hard working, dedicated, sincere and Co-operative.
- Well versed and experienced with basic computer knowledge.

Currently as Sales Manager at Reliable Transformers Trading Co. From April 2021 to till date September 2022

- Started Sales Manager at Reliable Transformers Trading Co. at all Maharashtra
- Contacting Customer Electrical Contractor to and sell them transformers.
- Meeting with customers every week and take their opinion for better services.
- It was the great experience I have learnt lot of things.
- Daily follow up with clients regarding there sanction work and upcoming work.
- Weekly meeting with out of station clients and get to know about upcoming projects and requirement in those projects.
- According to the requirement of projects inform manufacturer to start specific required products as per requirements of clients.

Work experience at Sabka Transformers Pvt Ltd

- **Designation:- Marketing Manager (September 2019 to March 2021)**
- **Work Profile:** - Meeting With Contractors and Distributors over all Maharashtra. Handling and daily follow with them regarding products sales. Convey them to increase sales and update them about latest schemes and comparison of our products then others and benefits to them. Appoint new distributors and follow up with existing distributors for increasing the sales.

Professional Profile

- Worked as marketing manager awesome opportunity got and great work experience availed in various cities and states.
- Visit and meet with contractors and distributors and update and daily follow up with them about sales.
- Appoint new dealers and distributors and present those schemes and benefits and agreements

with them.

- Handle all over Maharashtra states and all the distributors working under firm.
- Show them updated schemes and also present comparison of our company to others and benefits to them.
- Handle all the distributors and daily report to General Manager.
- A competent professional with over 10 years of experience in sales from July 2010, identifying the market opportunities for brand building, sales promotion and meeting sales targets
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Previous Work experience at Empower Pragati Vocational Staffing Private Limited

From December 2015 to September 2019

- **Designation:- Retail Trainer**
- Work Profile: - Training to team about retail business, communication skills, soft skills, and customer handling process. Motivate team train them about sales and retail market and how it works.
- Practical learning to team about retail and sales.
- Arrange various play roles and visualise learning to team for better understanding about retail business and communication skills.
- Practicing team for on field work and roles of various position and retail business.
- Good motivation ability, to motivate the trainees to increase their interest and effective working in future.
- To learn them about safety precaution taken in Retail business.

Shree Sai Agencies

From July 2010 to March 2014

Designation: - Sales Executive

- Worked under distributor as sales executive in Reliance communication pvt.ltd. July 2010 to 2014.
- Daily visit to retail stores and meeting with clients and convey them latest updates schemes.
- Effectively force retail businessman to increase sales and scheme on selling more products.
- Achieving sales targets through various initiatives and activities like canopy, campaigns and events.

Shree Sai Agencies

From April 2014 to November 2015

Designation: - Sales Officer

- After that I took experience in unior telecom company it was a good experience for me and I have learned many things that how to make a strong market for our products or services. April 2014 to November 2015. Where I worked as Sales Officer.
- Strong analytical/ organizational abilities combined with skills to plan & implement novel ideas and Working with a team..
- Basically here my work is to make good relations with our clients and provide them best result for their satisfaction.



Academic Qualification

Qualification	Year Of Examination	Division/Class	Name Of School/University	Specialized Subject
MBA Marketing	2016	A	Dr. Babasaheb Ambedkar Marathwada University Aurangabad.	Marketing
BBA	2012	A	Dr. Babasaheb Ambedkar Marathwada University Aurangabad.	Management Science
12 th	2009	A	Aurangabad Divisional Board, Aurangabad	Accounting & Auditing
10 th	2007	A	Aurangabad Division Board, Aurangabad.	General

Personal Information

NAME : RIZWAN SHAIKH
 Languages known : English, Urdu, Hindi, Marathi
 Fathers Name : MANSOOR SHAIKH
 Date of Birth : 11th may 1989
 Contact Detail : 7620811191

Permanent Address : H. No. 6-13-153 Lane No. A6 Silk Mills Colony Railway Station Aurangabad.

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Date: _____

Signature:


