

Azad Mashi

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CAREER STATEMENT

To seek a position, contribute to the success of the organization with help of my experience and expertise and upgrade my knowledge.

WORK EXPERIENCE (8.5 Years, Sales & Marketing)

(A) Worked with SIS Prosegur India Limited. as BDM (From Jan 2018 till Present)

Key Responsibility Areas:-

1. Maintaining and increasing sales of company's products.
2. Establishing, maintaining and expanding your customer base.
3. Servicing the needs of your existing customers.
4. Develop technical designs, testing and support initiatives.
5. Develop and document security roles, protocols and objects.
6. Provide and implement appropriate security controls in a timely manner.
7. Create and implement security profiles relating to security processes.
8. Ensure completion and delivery of projects on time and within the budgetary limits.
9. Demonstrate security monitoring products and services to customers.
10. Answer and respond to customer inquiries on security products and services.
11. Design and install security systems to meet customers' requirements and objectives.
12. Provide the best security consultancy services to business units and customers.

(B) Worked with Securico Electronics India Limited as Area Sales Manager (From May 2017 TO Jan 2018)

Key Responsibility Areas:-

1. Maintaining and increasing sales of company's products.
2. Reaching the targets and goals set for your area.
3. Establishing, maintaining and expanding your customer base.
4. Servicing the needs of your existing customers.
5. Increasing business opportunities through various routes to market.

6. Setting sales targets for individual reps and your team as a whole.
7. Allocating areas to Sales Representatives.
8. Developing sales strategies and setting targets.
9. Monitoring your team's performance and motivating them to reach targets.
10. Compiling and analysing sales figures.
11. Possibly dealing with some major customer accounts yourself.
12. Collecting customer feedback and market research.
13. Keeping up to date with products and competitors.

(C) Worked with Al-Oala Information Technologies as Business Development Manager in Kingdom Of Bahrain UAE. (From July 2016 TO March 2017)

Key Responsibility Areas:-

1. Finding and evaluating potential customers and generating the business for company.
2. Develop a growth strategy focused both on financial gain and customer satisfaction.
3. Conduct research to identify new markets and customer needs.
4. Arrange business meetings with prospective clients.
5. Promote the company's products/services addressing or predicting clients' objectives.
6. Prepare sales contract ensuring adherence to law-established rules and guidelines.
7. Keep records of sales, revenue, invoices etc.
8. Provide trustworthy feedback and after-sales support.
9. Build long-term relationships with new and existing customers.
10. Develop entry level staff into valuable salespeople.

(D) Worked with Sadatan Ayurveda Pvt Ltd. as Business Development Manager with Brand Iraya (From April 2013 till June 2016)

Key Responsibility Areas:-

1. Maintaining Stock Level (Cosmetics) at different retail stores (North Region) .
2. Staff Training at Retail Counters & stores.
3. Managing Display Material /Staff Incentive/Stock Replacement & Client queries .
4. New Store Setups & Staff Training .
5. Professional Product Training & Business development (North India Region) .
6. Finding and evaluating potential customers and generating the business for company.
7. Develop a growth strategy focused both on financial gain and customer satisfaction
8. Conduct research to identify new markets and customer needs
9. Arrange business meetings with prospective clients.
10. Managing Direct Client Sales

(E) 2 Year Work Experience with Sadatan Ayurveda Pvt. Ltd as Store Manager
(March 2011- March 2013)

Key Responsibility Areas:-

1. Managing the assets of the store.
2. Staff Training, Orienting & recruitments for store.
3. Managing Display Material /Staff Incentive/Stock Replacement & client queries .
4. Responsible for marketing strategies & Professional and technical Knowledge of Products.
5. Developing store strategies to raise customers' pool, expand store traffic and optimize profitability.
6. Meeting sales goals by training, motivating, mentoring and providing feedback to store staff.
7. Ensuring high levels of customer satisfaction through excellent service.
8. Complete store administration and ensure compliance with policies and procedures.
9. Maintain outstanding store condition and visual merchandising standards.
10. Report on buying trends, customer needs, profits etc.
11. Propose innovative ideas to increase market share.
12. Conduct personnel performance appraisals to assess training needs and build career paths.
13. Deal with all issues that arise from staff or customers (complaints, grievances etc).
14. Additional store manager duties as needed.

(F) Worked with Kunchals Store Pvt. Ltd. As a Beauty advisor of different brands at Greater Kailash 1(January 2010- February 2011).

ACADEMIA

- ☐ B.A in Marketing from IGNOU Final Year
- ☐ Diploma BBA (MARKETING) from IGNOU(2015)
- ☐ Senior Secondary from CBSE (2012)
- ☐ Secondary High School from CBSE (2010)

KEY SKILLS

- Market Research & Analysis
- Management & Operations
- Financial Analysis
- Market Penetration and Expansion
- Communications & Coordination
- Soft Negotiations
- Seminars & Presentations
- Marketing and Sales Initiatives
- Strategic Business Planning
- Consulting Client Relations

PERSONAL DETAILS

Date of Birth: 15th August 1989

Languages Known: Hindi, English

Hobbies: Reading, Music, Playing Cricket, Travelling

Present Address: C2/16 1ST Floor Raju Park New Delhi 110062

Marital Status: Unmarried

Father's Name: Late Mr. Mahesh Masih

Undertaking :

I hereby declare that all the information provided is true to the best of my knowledge as on today.

Place : Delhi

Date :

Signatures: