

MD ASHRAF AHMAD

Eastern Metropolitan Bypass

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PROFILE SUMMARY

2 Years of success with high profile paint company Asian Paints Ltd.

- Results Include:
- Drove 12% conversion ratio in upcountry market.
- Reduced WIP site complain to 10%.
- New introduced products penetration are lead to 35%.
- Pursuing MBA from NMIMS while working full time.

EDUCATIONAL QUALIFICATION

Examination	School / College	Board/ University	Semester	Year of Passing	Percentage/ SGPA	Class
BBA (H)	Durgapur Institute of Science Technology & management (DISTM)	Maulan Abdul kalam Azad University of Technology, West Bengal (MAKAUT)	1	2016	7.83	-
			2	2016	7.1	-
			3	2017	7.33	-
			4	2017	7.67	-
			5	2018	7.33	-
			6	2018	8.00	-
12 th (Science)	Burnpur Boys' High School	WBCHSE	-	2015	68.6	1 st
10 th	Rahmat Nagar High School	WBBSE	-	2013	69.6	1 st

PROFESIONAL EXPERIANCE

ASIAN PAINTS LTD. Feb 2019 - Present

Role: Sales Associate

- To develop the business of painting service by convert local lead and central lead among assigned territory
- To handle the channel partner like dealer with support them by increase the material lifting as well as help them to achieve the scheme
- To pitch the current ongoing scheme to the dealer and convinced them to order the materials
- To Increase the Sales Volume of Waterproofing product and theme like Textures, Stencils, Wallpaper
- Build good relationship with Contractor and generate business from them also give them points
- Product up gradation by push selling as well as cross selling.
- To execute and inspect the project and maintain the NPS (Net Promoter Score) of the assigned territory alongside
- Closing the project with customer satisfaction

ACHIVEMENT

Won Velocity Championship (2021) for doing maximum number of sanitising site.

COMPUTER SKILL

- Basics
- MS-OFFICE (WORD, POWER POINT, ACCESS, NOTE).
- Account Assistant Using Tally.

Personal information

DOB : 06.05.1997
GENDER : MALE
MOTHER NAME : SHAHJAHAN BANO
FATHER NAME : MD ISHAQUE AHMAD
NATIONALITY : INDIAN
MARITAL STATUS : UNMARRIED

LANGUAGES KNOWN :

LANGUAGE	READ	WRITE	UNDERSTAND
ENGLISH	YES	YES	YES
URDU	YES	YES	YES
HINDI	YES	-	YES
BENGALI	YES	YES	YES

DECLARATION

I hereby declare that all the information stated above is true to best of my knowledge and belief.
I take the responsibility of any mistakes in data if occur in future.

Place :

SIGNATURE

MD Ashraf Ahmad

Date :

(MD ASHRAF AHMAD)