



S A Munawar Ahmed

RESUME SUMMARY

Motivated and results-driven professional with a passion for HR management. MBA graduate specializing in Marketing and HR, equipped with a strong foundation in talent acquisition and business development. Proven track record of exceeding targets and building strong customer relationships. Collaborative team player with excellent communication and strategic thinking skills. Seeking challenging HR management opportunities to drive growth, attract top talent, and deliver exceptional results in tale

GET IN TOUCH!

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SKILLS

- Lead Generation
- Negotiation
- Time Management
- Problem Solving
- Communication Skills
- Decision Making
- Recruitment
- Leadership
- Strategic Planning
- Team Management
- Sourcing
- Scheduling
- Relationship Building
- Screening Resumes
- Vendor Management

LANGUAGES KNOWN

English (Read/Write)
Hindi (Spoken)
Kannada (Read/Write)
Telugu (Spoken)
Urdu (Spoken)

TEST RANKS

- GMAT : 598.50

PERSONAL DETAILS

Current Location Bengaluru
Date of Birth April 1, 1997
Gender Male

EDUCATION

Post-Graduation

Course MBA (Marketing and HR)
College REVA University, Bengaluru
Score 7.1/10

Graduation

Course B.Sc (HONOURS)
College Suresh Gyan Vihar University, Jaipur
Score 6.7/10

Schooling

	Class XII	Class X
Board Name	Karnataka	Karnataka
Medium	English	
Year of Passing	2015	2012
Score	51.96%	53.6%

INTERNSHIPS

BYJUS | August 2020 - October 2020

- * Identified and pursued leads through various channels, effectively converting prospects into customers.
- * Conducted persuasive sales calls and counseling sessions with students and their parents, highlighting the benefits of BYJUS educational products.
- * Demonstrated exceptional product knowledge and explained how BYJUS offerings catered to the unique educational needs of students.
- * Organized and conducted online meetings and in-person presentations to showcase the features and benefits of BYJUS products.
- * Consistently met and exceeded sales targets by closing deals and achieving revenue goals.
- * Maintained accurate records of customer interactions, sales activities, and updated them in the CRM system.

WORK EXPERIENCE

Apexon | October 2022 - March 2023

- Talent Acquisition Recruiter:
- * Conducted full-cycle recruitment process for various positions.
- * Sourced and screened candidates, conducted interviews, and coordinated hiring activities.
- * Collaborated with hiring managers to understand staffing needs and requirements.
- * Managed job postings on job boards and social media platforms.
- * Built and maintained relationships with candidates and external vendors.