

RESUME

SHOHEB HUSSAIN

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Add :- 41, Mahesh Nagar (Near by Annanda Vihar Colony) Ratlam (M.P)



CAREER OBJECTIVE

Seek a position utilize my skill and ability in my work filed that offers learning opportunities and professional growth while being resourceful, innovative and providing challenging situations.

Experience

Organization	Berger Paints India Indore (M.P)
Designation	Sales Executive (Retail).
Duration	01 Feb 2022 till date
Working Profile	<ul style="list-style-type: none">• Working for Network Expansion.• Solving all the issue of dealer for making smooth business relation.• Analyze and compare sales plans with the last year.• To have a painters meeting in which the painter is given all the products produced by the company such as interior paints, exterior paints, water proofing, putty, oil paint, tiles adhesives etc. Scheme, points cash discount and giving complete information about the product.• To meet the sales target by meeting with the dealer to find out the possibility related to the sales of the product in the market and solve the business problems immediately and increase the business growth.• Building relation with contractors, Builders, Architects, Interior Designer of the area.• Making a territory monitoring report every month include competitor's activities.• Tracking competition activities and local market trend.• Pipeline generation depending upon depending upon the stage.• Doing cold calling to generate leads.• Converting Express painting lead site after providing pre-estimation.• Product approvals at site.• Supervision of the painting process.

	<ul style="list-style-type: none"> • To be in constant touch with the contractors and to ensure that there is no unavailability of any product on their running sites and also to keep a constant vigil on the availability of the products at dealer counter. • Create new contracts for the company benefits.
Organization	ING Life Insurance, Branch Ujjain (M.P.)
Designation	Financial consultant
Duration	January 2014 to Feb 2016.
Working Profile	<ul style="list-style-type: none"> • Looking for Life Insurance sales. • Handling customer Data for Future. • Create new business for company. • Looking for new requirements from old customer. • Visiting old customer time to time. • Looking for Customer benefits and financial requirements according to their needs. • Asking for referral for new clients. • Develops financial strategies by guiding client to establish financial goals : matching goals to situation with appropriate financial plans. • Explain financial plans to customer for their benefits. • Provide financial management information by preparing financial status analyses and report.
<u>EDUCATION</u>	
<ul style="list-style-type: none"> • 10th From M.P.B.S.E, Bhopal M.P. Year2007. • 12th From M.P.B.S.E, Bhopal, M.P. Year2009. • B.Com from Vikram University, Ujjain. (M.P). Year2012 • M.Com from Vikram University, Ujjain. (M.P). Year2017. • Computer Proficiency Certification Test (CPCT) Year 2019. 	
<u>QUALIFICATION OF SHORT HAND</u>	
<ul style="list-style-type: none"> • Stenographer from Maharishi Vedic University, Jabalpur, Year2019. 	
<u>QUALIFICATION OF SOCIAL WORK</u>	
<ul style="list-style-type: none"> • MSW (Master of Social Work) Maharishi Vedic University Jabalpur Year2016. 	

QUALIFICATION OF COMPUTER

- PGDCA From Maharishi Vedic University, Jabalpur, Year2013.
- Tally & Accounting from Jaiswal Institute of Information Technology Ratlam (M.P)Year 2015.

SOFT SKILLS

- Ms-Office :- Ms-Word, Ms-Excel, Ms-PowerPoint.
- Software :- Basic Knowledge.
- Programming Language:-C++

TECHNICAL QUALIFICATION

- ITI (Tractor Mechanic), Ratlam. (M.P) Year2014.

STRENGTHS

- Energetic
- Hardworking
- Teamwork
- Ready to learn

PERSONAL INFORMATION

Father Name	Gulam Kadar
Date of Birth	27/09/1991
Nationality	Indian
Marital Status	Married
Language Known	Hindi & English
Mob. No.	9424809143, 9993022259
Email	shohebhusain91@gmail.com / hussainboyz91@gmail.com

DECLARATION

I hereby declare that the information given above is true to the best of my knowledge and belief.

Place:- Ratlam (M.P.)

Signature

SHOHEB HUSSAIN