



MOHD. SAQUIB

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OBJECTIVES

Seeking a career that is challenging and interesting, and lets me work on the leading areas of technology, a job that gives me opportunities to learn, innovate and enhance my skills and strengths in conjunction with company goals and objectives.



EDUCATION

M.B.A | Institute of Technology & Science Ghaziabad

JULY 2020– JUNE 2022

Specialization in Marketing & Finance

CGPA- 7.52

B.A | J.B SINGH DEGREE COLLEGE PRAYAGRAJ

AUGUST 2014 – AUGUST 2017

Graduated in Sociology, English Lit., Political Science

From Chhatrapati Shahu Ji Maharaj University with aggregate: 54.00%

12th | KD PUBLIC SCHOOL PRAYAGRAJ

(2013-2014)

SCIENCE STREAM

PERCENTAGE: - 82.4%

10th | ALLAHABAD PUBLIC SCHOOL PRAYAGRAJ

(2010-2011)

PERCENTAGE: - 68.4%



EXPERIENCE

UltraTech Cement Ltd.(Building Product Division)

Sales Executives (July 2022-Present) (Location-Noida&Ghaziabad)

- Devise effective territory sales and marketing strategies
- Sales Management, New Business Development, Distribution Management, Distributor and Dealer Management, and Sub Dealers Management of promotional Activities to meet Organizational Goals
- Meeting and interacting with Architects, Builders, and dealers in the region and introducing the Ultratech range of products.
- Arranging site mock-ups, in coordination with the technical team and providing application training to new Applicators, Contractors, and Clients.
- Analyze data to find the most efficient sales methods
- Ensuring onsite test of material as per guidance.
- Submission of New Direct dealers and retailers proposals, negotiating and closing the orders.

- Quality Control and Supervision of ongoing work of Adhesives, Grouts, etc. Complaint handling and redressal of issues related to application & product.

Vodafone (I.T. Marketing)

Sales Team Leader (July 2018-June 2020) (Location-Prayagraj)

- Channel partner of Vodafone prepaid sim cards and recharge.

Future Generali India Life Insurance Company Limited

Advisor and Agent (FEB 2017-JULY 2018) (Location-Prayagraj)

- To identify customer needs.
- Accordingly, to their risk profile.



STRENGTHS

- Active listener
- Communication
- Negotiation
- Problem solving
- Adaptable



SKILLS

- The Fundamentals of Digital Marketing Certificate from Google Digital Unlocked.
- Diploma in Computer Applications, Business Accounting and Multilingual D.T.P from NIELIT.
- NIELIT CCC.



EXTRA-CURRICULAR ACTIVITIES

- Highest Sales Achievement Award in Financial year 2022-23.
- Participated in 4th INTERNATIONAL MATHEMATICS OLYMPIAD competition and secured International Rank 4891 (State Rank 557).
- Participated in Soft Skill quiz and get certificate.



PERSONAL DETAILS

Permanent Address-	84B/1 New Chakiya, P.O- G T B Nagar, P.S- Khuldabad, Dist.-Prayagraj Uttar Pradesh PIN-211016
Present Address-	F33/1 SECOND FLOOR SHAHEEN BAGH DELHI 110025
Date Of Birth-	05th June 1996
Language Known-	English, Hindi, Urdu.
Hobbies-	Reading Books, Playing Cricket