



Shahnawaz Alam

Area Sales Manager

Contact Detail

Phone:

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Email:

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DOB:

22.03.1994

Gender:

Male

Nationality:

Indian

Address:

50, Loleypur Post Sadar District
Sultanpur Up 228001 C. Address
- Mohammad Pur Mazra ,Bajran
g Chowraha Indra Nagar Luckno
w 226028

Language

Hindi

English

Arabic

Skills

Active listening



Adaptability

Objective

Passionate about joining a dynamic team where I can utilize my experience and abilities to deliver exceptional results and contribute to the company's growth.

Education

(Jul 2012 – Jul 2015)

Dr Ram Manohar Lohia Avadh University Ayodhya U.P

Bachelors Of Arts

- I am a Bachelor of Arts, Geography and Psychology, I completed it in 2015..

(Jul 2015 – Jul 2017)

Abdul Kalam Technical University Lucknow Up

Master Of Business Administration

- I am complete Master of Business Administration in 2017 in Marketing and Human Resources..

Experience

(Sept 2015 – Aug 2017)

Sales Exacutive & Retail

Asia Royal Motors (Royal Enfield)

- Handle walk-in customers and understand their needs Take care of sale, up selling and cross-selling of products/services Maintain sales targets.

(Sept 2017 – Mar 2019)

Sales Executive And Retail

Meet Associates Pvt Ltd (Mahindra And Mahindra)

- Handle walk-in customers and understand their needs Take care of sale, up selling and cross-selling of products/services Maintain sales targets .

(Mar 2019 – Jul 2023)

Business Development Executive

Udaan B2B Online E-commerce Platform (Hiveloop Technology Pvt Ltd)

- I am working in udaan company, my profile is business development manager and business development executive, business development associate has different profiles, udaan is the best company, b2b and costumer relations, buyer visit, wholesale market visit and Hardware Category , Billding Meterial,FMCG

● ● ● ● ●

Communication

● ● ● ● ●

Computer

● ● ● ● ●

Creativity

● ● ● ● ●

Critical thinking

● ● ● ● ●

Customer Service

● ● ● ● ●

Decision-making

● ● ● ● ●

Leadership

● ● ● ● ●

Management

● ● ● ● ●

Marketing

● ● ● ● ●

MS Office

● ● ● ● ●

Organization

● ● ● ● ●

Planning and coordination

● ● ● ● ●

Problem solving

● ● ● ● ●

Project management

● ● ● ● ●

public relation

● ● ● ● ●

Self discipline

● ● ● ● ●

Self motivated

● ● ● ● ●

Teamwork

● ● ● ● ●

Time management

● ● ● ● ●

Research skills

● ● ● ● ●

Interest

Sports

Travel

Public speaking

category,Home And Appliances Category handles and product sales experience..

(Aug 2023 – May 2024)

Sales Officer

Solve B2b Online E-commerce

- I am working in udaan company, my profile is business development manager and business development executive, business development associate has different profiles, udaan is the best company, b2b and costumer relations, buyer visit, wholesale market visit and Hardware Category , Billding Meterial,FMCGcategory,Home And Appliances Category handles and product sales experience.. .

(Jul 2024 – CONTINUE)

Area Sales Manager

Ekara Financials Private Limited

- Develop and maintain strong relationships with new and existing customers. Identify customer needs and recommend the most suitable products or services. Conduct effective sales presentations and negotiate contracts. Close deals and achieve assigned sales targets. Prepare and maintain accurate sales reports. Stay up-to-date on industry trends and competitor offerings. Participate in sales training and development programs .