FASLU RAHMAN P

Fifa Manzil(H),Kondotty,Malappuram(DIST),Kerala

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**CARRIER OBJECTIVE**

Looking for a company which will challenge my problem-solving, analytical skills and allow me to continue to develop my knowledge and potential.

**Education**

**.Master of Business Administration in Marketing Management.**

 Bharathiar University, 2018 (60%)

**. Bachelor of Engineering in Electronics and Communication Engineering**

 Anna University Chennai, 2012 (57%)

**.Higher Secondary Education**

Govt. Higher Secondary School Melangadi,2007 (73%)

**.Secondary Education**

Markazul Uloom English School,2005 (71%)

**Professional Synopsis**

**.BUSSINESS DEVELOPMENT EXECUTIVE (BDE) IN AURA BUILDERS PVT.LTD(Jan 2020 to present)**

**.**Identify prospective clients that will require architectural and interior designing services.

.Take an active approach towards identifying new opportunity for business growth.

.Understanding client needs and offering solution and support,respond to client request for proposals.

.Shedule business meeting to prospective clients with engineers and designers.

.Handle social media to achive audience engagement to the Ads for getting active leads.

.Streamlining the business development process by developing weekly reports,business development contracts,company profiles,introduction letters etc.

.Creating and maintain data base of prospective clients and maintaining a data base in CRM.

.Responsible for overall sales growth and business development

**.SALES ENGINEER IN IGA TECH INDUSTRIAL ELECTRONICS PVT.LTD (March 2017 to December 2020)**

**.**Facilitate cold and warm calls to the leads and organizing sales visit to the prospective ones.

**.**Prepare and deliver technical presentation explaining products,service and technical information to the prospective customers

**.**Offering after sales service support.

**.**Performing cost benefit analysis of solar energy consuming against electric current charge.

**.**Negotiating and closing sales order.

**.**Collaborate with the service team to help customers to solve problems with the installed equipment and there quick resolution.

**.**Establishing new and maintaining existing relationship with customers to generate new orders.

**.**Attending monthly review meeting to prepare projection and plan to achieve sales target.

**.**Supporting marketing and generating leads by attending trade shows and exhibitions.

**.SALES OFFICER IN LAL TECH READYMIX PVT.LTD (September 2014 to March 2017)**

**.**Responsible for the sales of both project and individual customers.

**.**Maintain relationship with Architects,Builders,Contractors through regular visit for the sales of readymix.

**.**Understand and provide efficient and effective customer service to meet the customer expectation and smooth completion of work.

**.**Completion of all sales related documentation for the order completion.

**.**Preparing monthly projection report.

**.**Co-ordinating with the QC department for the cube test and giving the report to the customers.

**.MARKETING OFFICER IN KULATHUNGAL ENTERPRISES PVT LTD. (November 2013 to July 2014)**

**.**Responsible for the addition of dealers in assigned territory to increase the sales volume and managing the existing dealers.

**.**Completion of all sales related documentation to close the sales and payment collection.

**.**Co-ordinating with Godown staff for the timely delivery of products.

**.**Conducting dealership meet to promote new products to the market.

**.BAU IN VERTEX CUSTOMER SERVICE (April 2013 to November 2019)**

**.**Attending inbound calls from the customers and giving them proper solution.

**.**Register complaints for unresolved problems.

**Technical skills**

.CRM Management,

**.**Microsoft office, Spread sheet and Power point.

**.**Email communication

**Personal skills**

**.**Good written and verbal communication skills

**.**Analytical and problem solving skill

 **.**Good team player

**.**Active listening

**.**Willingness to learn

**Personal profile**

**.**Name Fasilu Rahiman.p

**.**D.O.B 18.04.1989

**.**Marital status Married

 I hereby declare that the above written particulars are true.

**Date:**

**Place: FASILU RAHIMAN P**