**MD AHASHAN KORIM**

MARKETING

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Contact No.-9126856806

**Professional Objective**

To secure a career in an organization by utilizing my work experience, inter-personal skills and upgrading my skills through experience while contributing towards company’s productivity and protect the relationship between the company and its most important clients.

**Work Experience**

**Magicbricks Realty Services Limited**

Sales Consultant - February 2020-Present

To acquire and retain builders and real estate agents as well as generate new leads or prospects for the company. Understanding advertisement requirements of clients and proposing the best possible solutions in the form of online listings, microsites and digital banners. To achieve sales or revenue target from new clients and ensure timely collection of all revenue from clients by maintaining good relationships with the clients and to ensure business professionalism & integrity.

**Excluife Technosoft Pvt. Ltd.**

Senior Sales Executive- January 2019-February 2020

Acquiring new businesses. Self-lead generation through reference and cold calling. Daily customer meetings and demonstration of product to customers. Driving sales strategy to achieve weekly targets. Market penetration and lead generation. Exposure in developing sales strategies. Ensuring database is generated to achieve sales. Actively driving and ensuring sale target achievement of sales.

**Indiamart Intermesh Limited**

Client Acquisition Executive-June 2017- January 2019

To build new clients for the organization, build rapport and trust in both myself and the company. To generate leads and identify decision makers within targeted leads and initiate the sales process and to penetrate all targeted accounts and originate sales opportunities for the company’s products and services.

**Summer Internship**

Organization:-Nissan Motor India Private Limited, Kolkata (West Bengal)

Tenure: - 2 Months (9th May, 2016 to 30th June, 2016)

Title: - Datsun Redi Go launch Project

Description:-

* To oversee the process of newly launched car, Datsun Redi-Go.
* Supervision areas on enquiry management, test drive scheduler, lost sales analysis, meet and greet teams, walk in management, data capture, daily review meetings, call centre operations etc.

Achievement :-

* Sold 6units of Datsun Redi-Go car.

**Educational Qualification**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Course | Year | Stream | Institute/ Board | Div. | % of Marks/  CGPA |
| PGDM | 2015-17 | Major- Marketing  Minor- International Business | Institute of Technology & Science(ITS),Ghaziabad | 7.84 | |
| B.Tech | 2015 | Electrical Engineering | Aliah University, Kolkata, UGC board | 1st | 7.66 |
| 10+2 | 2011 | Science | Bishop Morrow School, ISC board | 1st | 65.14 |
| 10th | 2009 | **-------** | Bishop Morrow School, ICSE board | 1st | 81.85 |

**Industrial Visit**

* Went to Dubai, Sharjah and Abu Dhabi for an Industrial visit to Conmix Limited and a weeklong trip to other places of UAE (April, 2016)

Key Attributes

* Possess leadership skills
* Team player
* Adaptable with circumstances
* Quick learner

**Training & Certifications**

* Trained in Electrical Power System from Eastern Railway, Sealdah, Kolkata
* Trained in Electrical Power System from Wadia-Techno Engineering Services, Kolkata
* Certified from Govt. of West Bengal for Computer Basics

**Achievements**

* 1st Prize for “Case Study” in ITS Management Odyssey, 2016
* “Sportsman of the Year” for the session 2015-16 at ITS Ghaziabad
* 1st Prize for “Sprint” in Intra-College Sports Meet at ITS Ghaziabad, 2016
* Winner of intra-college Football match at ITS Ghaziabad, 2016
* Winner of intra-college Cricket match at ITS Ghaziabad, 2016
* 1st Prize for “Sprint” in the Sports Meet at school.

**Skills**

* Interpersonal skills
* Computer skills (Solver, Tally, Microsoft Office, Matlab)

Hobbies

* Travelling to new places
* Sports

Personal Details

Date of Birth : 18th March 1992

Linguistics Abilities : English, Hindi, Bengali

Permanent Address  **:** Kalyani, Nadia, West Bengal

Place: Kolkata Md Ahashan Korim