

IFTEKHAR ALAM

Sales and Marketing

Birthday: 16th October 1995

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Summary of Career

- A highly motivated Sales and marketing manager with overall 1.5year of Diversified working experience in Machinery, insurance and Mortgage industry.
- Expertise in sales practices (Customer handling, Customer Satisfaction and Customer relationship) and prepare sales report.
- Motivated and Organized team player with the ability to communicate effectively and efficiently. Skill at building relationship with team and across all the levels of an organization.
- A diligent, dynamic, energetic and detail oriented to face challenges.
- Certification of project management.

Key Skills and competencies

- Effective communication skills, Excellent adaptability skills, Great multi-tasking skills, Admirably Flexible and dedicated to my work, Proficient in the use of MS Excel, MS Word, MS Power point, R-Studio and SPSS

Employment Records

Name of Organization : Ube Machinery India Pvt Ltd. || Gurgaon

Position : Senior Sales and Service Executive.

Year : Jan2019 – May 2019.

Ube Machinery is well known for all kind of die Casting and injection Moulding machines.

- Drive Machine sales for die casting.
- Manage after sales and service.
- Cost Negotiation/cost management.
- Visit Vendor place and delivered presentation about die casting machine

Name of Organization : Bajaj Allianz General Insurance Company Limited

Position : Management Trainee.

Year : May 2019-Oct 2019

Bajaj Allianz General Insurance is well known for all kind of insurance.

- Drive sales initiative for the zone on monthly basis.
- Plan & manage agents training.
- Bank Branch visit as per plan.
- Driving IMD activation.
- Success VO launch for cluster, 50 prospect for VO launch and minimum 2 IRDA code

Name of Organization : Bajaj Housing Finance Limited
Position : Sales Manager
Year : Oct 2019-Present

- Identify sales opportunities.
- Direct operational activities on day-to-day basis.
- Generate business with new customer and existing customer.
- Achieve business objective and targets through customer acquisition & satisfaction.
- Administer and ensure compliance to all sales practices.
- Motivate the team for sales
- Make strategy for the team to achieve the target.
- Dealing with all the prospective of home loan.

Internships

Company: SETMYCAR Pvt. Ltd.

Project title: “Sales and marketing strategy adopted by SETMYCAR in Delhi NCR.”

Project Area: Marketing

Project Synopsis: Helped SetMyCar in doing Market Research to identify the potential customers in Delhi NCR and along with that sales.

Duration: 14 weeks

Company: NTPC, New Delhi

Project title: “Electricity Generation and Distribution”

Project Area: Electrical Engineering and Operations

Project Synopsis: To find how electricity is generated and electrical distribution channel works.

Duration: 8 weeks

Education Qualification

MBA (Marketing and analytics) – ICFAI Business School Gurgaon	2019
B.tech (Electrical Engineering) – Rajasthan Technical University Jaipur	2017

Computer Proficiency:

- **OS:** windows 7, 8 and 10
- **Packages:** MS-Offices
- **Application:** C, C++, DBMS, R-Studio and SPSS

Professional Skills

- Technical, logical and innovative orientation.
- Good communication and presentation skills.

Awards/Achievements:

- Awarded second runner up in Nukkad Natak during college fest, 2018.
- Team leader during summer Internship program.
- Got appreciation certificate in writing, 2018
- Awarded first prize in “counter strike” LAN gaming competition in Graduation, 2017.
- Awarded the Best Student award in Graduation, 2017.

Hobbies

- Writing
- Travelling

Personal Details

- Father's name: Shabbir Ahmad
- Date of Birth: 16/10/1995
- Gender: Male
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