

Shamsi Noman

DSR - Asian paints.

To Secure a responsible career opportunity to fully utilize my training, experience and skills gained in the field of Sales & Marketing, while making a significant contribution to the success of the Organization.



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WORK EXPERIENCE

Ezycolour Contractor Association. (DSR) Asian paints Ltd

02/2018 - Present Mumbai - India

Achievements/Tasks

- Profile, maintain and update records of all contractors & dealers in the territory.
- Handling Inbound & Outbound Cold Call regarding sales.
- Generating Leads, taking follow up & close leads.
- Enroll adopted contractors for required set of training programs, KYC, evaluate their on-site proficiency.
- Look overing product like Decorative Paint, Wood finish, waterproofing Chemical & Coats & Mechanized tools.
- Track and promote business engagement of adopted contractors with Asian Paints.
- Linking new contractor & painter with organization.
- Handling Emailing, Follow Up, Kiosk meet & Conferencing regarding to product & Service.
- Maintaining friendly relationship between contractors & Dealers.
- Reporting to Contractor Relationship Officer, SSO & Area manager regarding to daily update.

EDUCATION

M.Com

Burhani College of Arts & Commerce.

09/2017 - 10/2019 CGPA - 7.31

B.Com

Siddharth College of Commerce & Economics.

2014 - 2017 CGPA - 4.27

HSC (COM)

Siddharth College of Sci, Arts & Commerce.

2013 - 2014 Percentage - 55.69 %

SSC

Mumbra Public

2011 - 2012 Percentage - 47.09 %

SKILLS

Business Development Sales Marketing

Relationship management Problem Solving

Time Management Data management

Team Work MS Office Excel Basic

Positive attitude Quick learning

ACADEMIC PROJECTS

Entrepreneurship (2018)

- I Prepared this project when i was studying in M Com Sem 3.
- Entrepreneur is a person who has a capacity & willingness to develop, organized, managed a business along its own risk to earn profit.

Retail Sector in India (2019)

- I Prepared this project when i was studying in M Com Sem 4.
- Retail sector India one among a large retail sector in world. In this I had also describe about FDI & other Technology which is used in retail sector in India Such as E Commerce & Hypermarket Etc.

ACHIEVEMENTS

Maharati Samrat (2019)

To Qualifying in this Contest an associate must to sale 8 Mechanized tool & link minimum 10 contractor into organization in a month. This contest for 2 month a qualifier must rewarded with gift card.

Royal Heathl Sheild Championship (2019)

To Qualifying in this Contest an associate must to register minimum 50% Adopted Contractor RHS 1 site & 70% of 2 site minimum. 8 ltr product must be lifted in 1 site each . This contest for 2 month a qualifier must rewarded with incentive.

LANGUAGES

English

Marathi

Hindi

Urdu

HOBBIES

Cricket Carrom love to Travel Outside Station