**Mohammed Adil Qureshi**

DOB: 17th Dec 1993

Mobile: 08955667100

Email: [adilq19@gmail.com](mailto:adilq19@gmail.com)

**Objective: To associate myself with an Esteemed Organization, Where I can accept New Challenges and effectively contribute my Skill.**

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| **EDUCATIONAL QUALIFICATIONS :-** | | | | | |
| **Course** | **Institution** | | **University / Board** | **Major Subject** | **Year** |
| MBA | Govt. Engineering College, Jhalawar | | RTU | Marketing / Finance | 2016 - 18 |
| PGDM | Core Business School, Indore | | AICTE | Marketing / Finance | 2014 - 16 |
| BBA | Caliber IT & Management Institute, Jhalawar | | SMU | Retail Marketing | 2011 - 14 |
| 12th | Modern Senior Secondary School, Jhalawar | | RBSE | Commerce | 2010 - 11 |
| 10th | Modern Senior Secondary School, Jhalawar | | RBSE | Common Subject | 2007 – 08 |
| **PROFESSIONAL EXPERIENCE :-** | | | | | |
| * **Worked with SPICE TELECOM Service center PVT. LTD. as Customer Care Executive, for 6 months.** * **Worked with MY DREAM FLAT LLP as Sales Assistant Manager, Since 1st March 17 To 28 February 18.** * **Worked with JUST DIAL PVT LTD as Team Leader, Since 18th August 18 To 31st October 19.** | | | | | |
| **INTERNSHIP / TRAINING :-** | | | | | |
| **SUMMER INTERSHIP** | | 60 Days training at **HELLO KIDS PVT. LTD**. in Ahmadabad as a Management Trainee May - July 2015. | | | |
| **PROJECT TITLE** | | To create brand awareness of **HELLO KIDS** and generate B 2 B sales. | | | |
| **TASK HANDLED** | | * Build brand image of Hello Kids and their product portfolio through franchisee sales. * My primary responsibility was to be part of B2B selling team as sales trainee. * Visiting and making presentation to interested clients and other existing pre-schools. * Share information them about Hello Kids franchisee and other pre-school materials. * Rising and escalating customer related queries to head office, and follow-up with clients. | | | |
| **PROJECT TITLE** | | Strategies that can be used to make best loyalty or revenue model for **BIG BAZAAR**, August 2014. | | | |
| **TASK HANDLED** | | * Understand customer’s needs and handled customer queries related with the **T24** Sim Cards. * Observed the various test and preference of customers. * Got ‘Well Done’ Certificate of appreciation and reward as money draft. | | | |
| **PROJECT TITLE** | | 45 Days training at **EAZZY BAZAAR** in business development department. | | | |
| **TASK HANDLED** | | * Build brand image of Eazzy Bazaar and drive vendors to their online portal. * My primary responsibility was to convince the vendors to join their online portal. * And create awareness of the online platform and its advantage for the vendors. | | | |
| **PROJECT TITLE** | | 60 Days training at **DELHIVERY** in new venture development, August-September 2015. | | | |
| **TASK HANDLED** | | * Collect the data by go throw the market for the research. * Share about new venture to market and tell them benefits of this. * Rising the issue and queries of customer to new venture department. | | | |
| **NON ACADEMIC INITIATIVES :-** | | | | | |
| * Organized blood donation campaign and motivate others to donate blood for social cause. * Delivered classes to financially unprivileged children. | | | | | |
| **ACADEMIC PROJECTS UNDERTAKEN :-** | | | | | |
| * STP, Markets research, Peer comparison and report on Nokia Phones. * T24 loyalty scheme, recommendation on making T24 as more successful loyalty scheme. * Celebrating Endorsement impact on Brand Image with market research by using SPSS analysis. * Business Plan For: Drinking Water Project “Life Line Drinking Water”. | | | | | |
| **POSITIONS AND RESPONSIBILITY :-** | | | | | |
| * Head of CO – Curricular Committee ( 3Cs ) at Core Business School, 2014-16. * Planned and organizing various co-curricular events under 3Cs at Core Business School, 2014-16. * Member of ‘Project School’ at Core Business School, 2014-16. * Coordinator of Culture Week at Govt. Engineering College Jhalawar. | | | | | |
| **EXTRA CO-CURRICULAR :-** | | | | | |
| * Certified in Tally, internet concept and MS Office from Carrier Point. * Won trophy in cricket match during graduation, 2012. * Handled document verification desk for exam candidates during Dec - Feb CMAT Examination at CBS, 2015-2016. * Handled exam candidates during MAT Examination at CBS, 2016. | | | | | |
| **STRENGTHS :-** | | | | | |
| * Efficient at working independently or within a team. * Strong desire to fulfill a specific task & on time too. * Adaptive in nature. * Positive attitude towards my Work. | | | | | |
| **PERSONAL DETAILS :-** | | | | | |
| Marital Status : Married  Mother : Mrs. Shahin Qureshi is House Maker.  Father : Mr. Asif Mohammed Qureshi is in Govt. Teacher.  Address : 82, Harish-Chand colony, Jhalra-patan, Jhalawar (Rajasthan), 326023 | | | | | |