**Mohammed Adil Qureshi**

DOB: 17th Dec 1993

Mobile: 08955667100

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**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.**
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| **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.
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| **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.
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| **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.
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| **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.
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| **NON ACADEMIC INITIATIVES :-** |
| * Organized blood donation campaign and motivate others to donate blood for social cause.
* Delivered classes to financially unprivileged children.
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| **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”.
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| **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.

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| **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.
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| **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.
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| **PERSONAL DETAILS :-** |
| Marital Status : MarriedMother : 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 |