**SHIEKH TANVEER UL ABSAR**

**Jammu &Kashmir, India**

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*Seeking a position where I can effectively contribute my skills with a growth-oriented organization possessing competent technical, management and research skills*

**SUMMARY**

* An accomplished and multifaceted professional with 1+ year of demonstrated experience as a business development associate with key focus on expanding the market, form new client relationships and strengthen existing client relationships to forge new opportunities. Also worked as a Process Associate with focus on boosting sale.
* Extensive cross- functional experience in assisting in the sales and service processes to ensure client satisfaction to help increase revenue and develop lasting professional relationships that will fuel sales and lead to possible partners with organizations associated with these clients.
* Demonstrated strengths in helping to create promotional and sales materials for clients and the public, marketing and advertising departments and managers to form strategies.
* Highly experienced in building awareness and recognition, working closely with sales, that target specific audiences to grow sales and broaden their market.
* Noted for analyzing the market and creating reports that focus on consumer behavior, sales and the share of their company’s market
* Well versed in software like Cisco packet tracer, Opensim (Alchemy), Arduino IDE; C&C++; Linux (CentOS) and PRINCE2 methodology and proficient in using virtual machine and Arduino IDE software .

**SKILL SET**

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| --- | --- | --- |
| * Prioritize and Execute Task in High Pressure Environment
* Workflow Organization
 | * Team player
* Time Management
* Leadership & Communication skills
* Multitasking
 | * Working under pressure
* Planning skills
* Organizational skills
* Time management skills
* An eye for detail
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**EDUCATION**

* Master of Science in Telecommunications Management from University of Bedfordshire, Luton, United Kingdom, 2017
* Bachelor of Technology in Electronics and communications from Lovely Professional University, Punjab, India 2015

**WORK EXPERIENCE**

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| --- | --- | --- |
| **Organization** | **Designation** | **Duration** |
| --AL-Sheikh Tour and Travels Pvt Ltd, Srinagar, India--Interglobe Technologies, New Delhi, India | Business Development Associate Process Associate  | March 2018- May 2019December 2019-May 2020 |

**Responsibilities:**

+ Developing and implementing sales strategies, Client service and retention plans and analyzing sales data to inform

 Or update marketing strategies.

+ Conducting market research and identifying potential clients.

+ Working closely with staff to implement growth strategies.

+ Assist with drafting business plans, sales pitches, and presentations.

+ Identifying new business opportunities and partners.

+ Cultivating strong relationships with new clients while maintaining existing client relationships.

**PROJECTS HANDLED (University Level)**

**Project title:**  Voice to text wireless transmission using ZigBee module.

**Project Description:**

I used a speech recognition system which accepts the Commands given by the user and compare it with already existing database and see how the transmits are using ZigBee wireless communication between two systems.

**Project Title:** Installation, Configuration and Operation of Network Services

**Project Description:**

To implement a network using VMware Workstation or Virtual Box an enterprise network server with several essential services running on it and providing the client with the necessary access to these services.

In this project a Linux centos 7 machine was a server and another Linux centos 7 machine was configured as a client. The networking services DHCP, DNS, LDAP, and RADIUS has been designed, implemented, configured and tested in this active system. A network has been implemented for an operation of a server with the number of necessary services functioning on it and allowing the client with the access to the mentioned crucial services.

**Project Title:** Environmental Monitoring system using Arduino.

**Project Description:** To establish a low cost, efficient, compact environmental Monitoring system, I used Arduino board which gets analog data from the sensors connected to it about factors like temperature, humidity and then converts it into digital form which can be seen on LCD display and stores that data on SD card which was then transferred onto another system via RS232 Communication Protocol.

**ACHIEVEMENTS:**

* Linux Essentials course 2017
* Cisco Certified Network Associate Training 2014
* Youth vibe, Lovely Professional University 2014
* Introductory Skiing course 2009
* Trekking 2009
* Social Networking
* Love travelling and exploring new places

***References are available upon request***