

RAYEES HUSSAIN MIR

Trichal, Pulwama

Srinagar (J&K)

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Date of Birth: 02 June 1992

Gender: Male



CAREER OBJECTIVE

I look forward to an opportunity to work with an organization which allows me to use, the already inculcated knowledge and skill and also provides me the opportunity to grow and enhance my skills for my personnel development and for the development of organization.

Professional Experience

Company Name: Kishlay Food Products. (Current)

Designation: Senior Sales Officer

Role and Responsibility:

- Appointment of Supper Stockiest and Create Strong distribution channel.
- Maintain consistent contact and provide sales and service to all (retailers and distributors) in his specific assigned Region.
- Achieve sales revenue numbers, budget and profit goals for your assigned Region.
- Regular contact with retailers and distributors to ensure seamless continuity of efforts.

Company Name: EVERESR INDUSTRIES. (2021-2023)

Designation: SALES OFFICER

Role and Responsibility:

- Initiating and developing relationships with key decision maker/ influencers i.e. Builders, Architects, Interior Designers etc.
- Closely work with Architects, Interior Designers & PMCs to assure that our products are recommended by these influencers.
- To initiate specification process & getting specification approval from influencers for big projects.

Project Management:

- Daily visits to construction sites
- Identifying potential products for each project
- Delivering product presentations and understanding client requirements
- Appointing and establishing channels with key decision-makers

Company Name: Power Max Cement (2020-2021)

Designation: Sales Officer.

Role and Responsibility:

- Channel sales
- Achievement volume
- Network expansion
- Dealer engagement
- Collection

Company Name: Bhat Ply. (2017-2019)

Designation: Sales Associate.

Role and Responsibility:

- Maintain customer records, carry sales visits and acquire new customers.
- Give a brief about the product, features and benefits to the customers.
- Build and maintain relationships with customers.
- Achieve or exceed sales target.

Company Name: Salaam and Construction (2015-2017)

Designation: Sales Executive.

Role and Responsibility:

- Making appointments with and meeting new customers.
- Meeting sales targets.
- Promoting new products and any special deals.
- Advising customers about delivery schedules and after-sales service Recording orders and sending details to the sales office.

ACADEMIC QUALIFICATIONS

Post Graduation BAA+MBA (2010-2015)

- **University Name:** Lovely Professional University (LPU).
- **Specialization:** Marketing and Finance.

Higher Secondary Certificate (HSC) (2008-2009)

- **School Name:** Higher Secondary School Pulwama.
- **Specialization:** Compound Arts.

Matriculation SSC (2007-2008)

- **School Name:** Central School Pulwama
- **Specialization:** General

KEY SKILLS AND COMPETENCIES

- Good learner.
- Good Team player, team leader.
- Good communication skills.
- Good Computer Skill

SUMMER INTERNSHIP Project

- *Organization:* Kotak Life Insurance Srinagar (J&K) *Designation:* As an intern.
- *Description:* Worked on
- The project “Consumer awareness level about ULIP plan & investors perception towards Kotak Life Insurance ULIP”, ii) Worked to generate awareness among the customers about ULIP plan. iii) Arrange a meeting between Customers and branch manager.

WORKSHOPS/SEMINARS/ CERTIFICATIONS

- Certificate of “Workshop on digital marketing
- Attended a seminar on “Entrepreneurship Development” by Miss Sandeep Rait, CEO Akal industries, 2013 at Lovely Professional University
- Attended workshop on “Psychology, student wellbeing” 27th-Oct-2013 at Lovely Professional University,
- Certificate of excellence for Community Development Program by NGO in 2014.
- Workshop on advertisement.
- Workshop on leadership.
- Workshop on financial modeling.

LANGUAGES KNOWN

- English
- Urdu
- Hindi

HOBBIES AND INTERESTS

- Playing Cricket, Traveling and Cooking.

REFERENCES

- Available on request.

Place : Trichal Pulwama

(Rayees Hussain Mir)

