

NASHIRUDDIN GUDDAD

MBA in Marketing and IT

Email: guddadnashiruddin@gmail.comContact no: **8884778656****PROFILE SUMMARY**

A determined and results driven Internal Sales Representative with 2 plus year of proven experience ,Constantly Achieve sales targets and maintains strong relationship with Clients and Retailers, I am an approachable , motivated and confident sales representative and with ability to excel sales targets and make a real difference in the organisation revenue generation and surpassing the goals, and I have good knowledge selling process and I fully recognize human and emotional aspect of buying and selling I posses strong social skill that enable me to be relation with clients and retailers so i seeking a challenging role in fast growing organization.

EDUCATION

Degree	Institute	Board/University	Year	percentage
MBA	BLDEA's A.S.patil College Commerce, MBA Programme (Autonomous) Vijayapur	Rani Channamma University, Belgavi	2016-2018	60.5%
B com	Anjuman Arts, Science and Commerce College Vija yapur	Rani Channamma University, Belgavi.	2013-2016	68.29%
PUC	BLDEA's A.S.Patil College Commerce, (Autonomous) Vijayapur	Department of Pre-University Education Board.	2011-2013	40.33%
SSLC	S R P U College Horti.	Karnataka Secondary Education Examination Board.(KSEEB)	2010-2011	82.4%

SKILLS

- 1) Sales and Marketing 2) Problem solving abilities 3) Negotiation 4) Team Handling
5) Relationship Building 4) Meeting sales Goal 5) Upselling strategies 6) Flexible
7) Self confidence 8) Order processing 9) CRM proficiency 9) Closing skill

COMPUTER SKILLS

- Knowledge of MS-office (Word, Excel, Power point)
- Tally-9.0, CTTC (Computer Teacher Training Course)

INTERNSHIP / PROJECT

Project	Farmer Satisfaction Towards BSML
Industry	Bilagi Sugar Mill ltd (Badgandi)
Period	Aug 2017 to Oct 2017
Description	To know the Farmer satisfaction towards Bilagi sugar mill ltd and make a Random sampling method.
Role & Responsibility	<ul style="list-style-type: none">• Analysing the Organization flow.• Analysing of Findings and Suggestions.• Validation of test result and documentation.• Forming Final Report on Farmer satisfaction towards BSML.
Tools	Ms Word, Ms Excel

MINI PROJECTS

- Consumer Awareness of Retail Production of Solar Energy.
- Consumer Buying Behavior towards Super market.

EXTRA CURRICULAR

- Organized Dhoom-5 Event.
- Participated in Nirmal Vijayapur Campaign.
- Participated in Vruksothom (Protecting environment by growing trees).
- Participated in cyclethon (Awareness about clean environment).

WORK EXPERIENCE

DEC 2021 – NOW

WIPRO ENTERPRISES COMPANY

Working as a internal sales representative in WIPRO ENTERPRISES since DEC 2021 to present
I covered 2 cities of Bijapur and Bagalkot and town also,

- Daily i visit to market and meeting to retailers, wholesalers ,super markets, distributors.
- Every quarter 420-440 outlets i meeting and greeting the customers.

- I achieved sales targets.
- I taken primary and secondary orders from clients and customers.
- I build a good relationship to a with customers
- I developed key customer relationships to increase sales.
- Negotiate the agreements terms and finalize the deals.
- I research competitors product, price and sales techniques
- I greeting customers determine wants or needs.
- I serving as key point of contacts of the customers.
- I resolving the customer complaints by investigating problems and developing solutions, preparing reports and making recommendation to management.

KEY ACHIVEMENTS

I achieved sales targets and eco after i issued incentives, gifts so this is my key achievement of sales and marketing.

LANGUGES KNOWN

- English (A2)
- Kannda (C1)
- Hindi (C2)

HOBBIES

- Reading
- Cycling
- Travelling
- Marketing

Declaration: I hereby declare that the above information's is true and correct to best of my knowledge.

Place: Vjayapur

Nashiruddin Guddad

Yours faithfully