

Ateq Ur Rehman Kazi

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Objective:

Experienced executive seeking a suitable position with Marketing / Sales / Business Development / Retail / Human Resource / Logistics in your esteemed organization. Where I can utilize my skills and abilities developed through my education and experience.

Education:

1. MBA (Marketing & HR)	KLE IMSR, India	2020
2. Bachelor's in commerce	Nalanda Degree College, India	2017
3. Intermediate	Nalanda PU College, India	2014
4. Matriculation	Vivekanand School, India	2012

Skills:

- Proficient knowledge on the applications of MS-Office (Word, Excel, PowerPoint, Outlook)
- Basic knowledge for the installation of windows operating system & hardware
- Proficient with working on Internet and computers

Area of expertise:

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|------------------------|----------------------|-----------------------|
| • Communication skills | • Teamwork | • Forward thinking |
| • Sales & Marketing | • Strategic thinking | • Attention to detail |
| • Direct marketing | • Solution-oriented | • Self-motivation |

Professional experience: More than 2 Years

May 2019 – September 2021

Organization	:	India Packaging	Hubli, Karnataka, India
Position Held	:	Business Development Executive	

Responsibilities:

- Making presentations, regularly attend client meetings, conferences and closing sales
- Preparing quotations for clients according to their requirements, while coordinating with the head of department
- Development and implementation of sales, marketing plans and the strategies
- Ensuring the new and old clients will grow into a loyal customer base
- Conducting market research activities
- Reviewing constantly customer feedback and then suggesting ways for improving customer experience, products and services
- Achieving Sales targets and goals

June 2018 – August 2018

Organization	:	Chanamma Motors (Dealer Bajaj Motorcycles)	Hubli, Karnataka, India
Research topic (Internship)	:	A study on pre-sales customer buying behavior towards bajaj motorcycles in Hubli city	

Reason:

- This study was done to know the factors influencing customer decision while purchasing a bajaj motorcycle. Questionnaire is prepared and a survey was conducted on potential customers visiting bajaj motorcycle showroom Hubli
- To know on what basis marketing campaigns and sales promotion offers and schemes should be prepared for the upcoming festive season

Findings:

- Most of the customers visiting bajaj motorcycle showroom are from middle-income and low-income groups
- Customers visiting bajaj showroom expecting better mileage and low prices compared to its rivals
- Most of the customers decided or purchased bajaj motorcycle because of loan schemes with 0% interest rates and low interest EMI's
- ❖ Based on research findings marketing strategies and sales promotion offers and schemes have been suggested and there was a good boost in sales of the particular showroom for the festive season

Language known:

English / Urdu / Hindi: Fluent

Personal details:

Father's Name : Layaqueahmed Kazi
Date of Birth : July 30, 1996
Driving license : Valid Indian driving license
Nationality / Religion : Indian / Islam
Sex / Marital Status : Male / Single

References : Available upon request