

SYED AKBAR HUSSAIN

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Date of Birth: 20-01-1995

Nationality: Indian

Marital Status: Unmarried

Place: United Arab Emirates



I am a highly motivated & focused individual, seeking a suitable opportunity to work for leading worldwide company for getting international experience, my leadership abilities, strong character and understanding Company goals to achieve success. Good communication, presentation and negotiable skills, great team player. Hardworking and dedicated, sociable with a pleasing personality, can work under pressure with time bound performance, sincere and result oriented.

Area Of Expertise:

Food Packaging, Automotive, Customer Satisfaction, Customer Service, Sales Dealer, Team Leadership
Auto marketing strategy, Maximizing Opportunities, Relationship Building

EXPERIENCE:

Ideal Eco Pack(Feb 2021 – Present)

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results

Skoda Showroom(Dec 2017 -Dec 2020)

- Finding out a customer's vehicle needs by asking them questions.
- Demonstrating vehicles and their features to prospective customers.
- Comparing car prices for a potential customer and then giving them a best possible price when buying a new car.
- Explaining to customers the advantages, capabilities, and features of a vehicle.
- Discussing vehicle options with customers.
- Focused on maintaining a high standard of customer service.
- Prospecting for new customers in a designated territory.
- Explaining financing options to customers.

- Keeping track of all calls, emails, and appointments made.
- Selling to new and existing clients.
- Explaining the vehicles warranty and insurance requirements.
- Updating a customer's administrative records.
- Following up existing customers to confirm their satisfaction and generate new leads.
- Establishing relationships with auto dealers.
- Attending and contributing to weekly sales meetings.
- Making appointments for customer to come and test drive a car.

ACADEMIC QUALIFICATIONS :

Bachelor degree in Mechanical Engineering, AL HABEEB COLLEGE OF ENGINEERING & TECHNOLOGY, Chevella, JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY (2013-2017)

Intermediate From NARAYANA JUNIOR COLLEGE, Hyderabad (2010-2012)

Higher Secondary From ST.GEORGES GRAMMAR SCHOOL (ICSE), Hyderabad (2010)

PROJECTS

Mini project at B.H.E.L(Hyderabad)

Major project at Aviation Manufacturing & Training Centre from IMECH Institute

CERTIFICATION COURSE

Linux, Hardware Networking CCNA, CCNP, AUTO CAD & Ms Office

LANGUAGES:

English(Fluent), Hindi(Fluent), Urdu(Fluent)