



+971 52 289 3366



harshadhumayoon@gmail.com

PERSONAL STATEMENT

Ambitious MBA Graduate from Kerala, India with 4+ years' of work experience in Client handling, Marketing, Team leading with management level implementations.

Looking to work and grow professionally in a reputed organization where I can gain more experience and contribute my best for the growth of the organization and as well as for myself.



EDUCATION

- MBA (MASTER OF BUSINESS ADMINISTRATION)**
SRM University (Chennai, Tamil Nadu, India)
2015 - 2017
- BBA (BACHELOR OF BUSINESS ADMINISTRATION)**
University Institute of Technology
(Kollam, Kerala, India) 2011 - 2014
- HIGHER SECONDARY**
MKLMHSS Higher Secondary School
(Kollam, Kerala, India) 2007 - 2008

PRO SKILLS

- Computer Skills
(Word, Excel, Power Point, Tally)
- Team Management, Communication
- Process Improvement
- Consulting & Branding
- Grievance Handling

LANGUAGE SKILLS

- English
- Malayalam
- Tamil
- Hindi

PERSONAL INFORMATION

Date of Birth : 20-09-1992
Gender : Male
Marital Status : Married
Nationality : Indian
Passport No. : M 0939079
VISA Status : Visiting Visa

CONTACT ADDRESS

Harshad Humayoon
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Al Karama, Dubai - UAE

HARSHAD HUMAYOON

BUSINESS DEVELOPMENT | MARKETING | INSIDE SALES



EXPERIENCE

IRONSS TECHNOLOGIES

Pvt. Ltd Kerala, India.

2020 - 2021

BUSINESS DEVELOPMENT EXECUTIVE

- Coordinated and hosted conferences, events and client meeting for our outside sales team.
- Prospect and identify new opportunities and leads; pitch to clients and generate sales for the Company.
- Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.
- Develop and deliver strategies for generating new businesses and marketing in close collaboration with the Management.
- Create business relationships with advertising and marketing agencies.

HDFC LIFE

Chennai, India.

2019 - 2020

SENIOR CORPORATE AGENCY MANAGER

- Enabling channel sales team to use latest digital platforms.
- Build strong relationship with bank channel partners.
- Recruiting a team of financial advisors on commission basis and generate the business.
- Doing Performance Review of Advisors.
- Delivering consistent sales output utilizing of management.

ROOTLET TECHNOLOGIES

Kerala, India.

2017 - 2019

MARKETING EXECUTIVE

- Represented clients internally and coordinated with other functions to implement client systems, complete projects, and address ongoing service needs.
- Obtained a detailed understanding of clients' internal processes and workflow to enable better service delivery and enhanced client relationships.
- Created effective meeting agendas in order to capture appropriate client information, needs, and concerns.
- Represented the company in various professional organizations and activities including conferences and meetings; communicated information from these activities to appropriate individuals within the company.
- Implemented strategic plans with a primary focus on developing and maintaining relationships with customers as well as capitalizing on new markets.



INTERNSHIP DETAILS

Internship in SIMS Hospital Chennai (HR Department)
Internship in Maruthi Kerala (Marketing Department)



PROJECT DETAILS

- Brand health of apple phones - Kaybase
- Customer perception about pricing - Maruti Suzukicars
- Effectiveness of sales promotion techniques - Bajaj Motors

DECLARATION

I Harshad humayoon, hereby, declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of above mentioned particulars.

HARSHAD HUMAYOON