

Dynamic and detail oriented sales professional with proven skills in operations and production management, seeking for a suitable position in an organization that would help me to utilize my knowledge and professional experience in attaining maximum growth.

Skills

- Production management
- Exceptional Client service skill
- Skilled negotiation
- Communication Skills
- Active listening
- Business acumen
- Prospecting and cold calling

Experience

- **Sales Executive** at Dreams Infra private limited | 1 Year (Jan 2019- Feb 2020)

- **Key responsibilities:**

- Executing new sales program
- Implementing promotional strategies that improve overall company performance.
- Managing client meeting and Maintaining a healthy relationship with Clients
- Managing sales operations while integrating new technologies to automate and enhance the efficiency of daily function
- Coordinating sales with marketing programs.
- Preparing weekly and monthly reports.

- **Junior Production officer** in TCPL Packaging LTD | 1 year 8 months (March 2017- November 2018)

- **Key responsibilities:**

- Managing product development, product quality, time and manpower management,
- Research, logistic, product production across multiple segments.
- Comprehending complex environments and communicating effectively with both internal and external stakeholder's value contribution.
- Excellent organizational and technical skills in supporting large diverse client bases focused
- Applying analytical skills with the ability to maintain a cool head in high pressure, time critical situation.
- Responsible for monitoring standards and indexes needed to control the area of production and also responsible for giving safety orientation.

Education

- July/2018
Master of Business administration in Operations & Marketing from SVS University Meerut
 - June/2015
Bachelors of Science in from CSJM Kanpur University.
 - July/2012
Higher Senior Secondary / U.P Board / Allahabad
 - July/2009
High Schools / U.P Board / Allahabad
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Professional Qualification

- **Diploma In Printing Technology** from Northern Regional Institute Of Printing And Technology, Prayagraj
 - **CCC Computer Course** from N.I.E.L.I.T
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Personal Information

- Date of birth : 15th November ,1993
 - Marital status : Single
 - Languages known : English, Hindi, Urdu (Basic)
 - Gender : Male
 - Strength : Confident, positive attitude, hardworking and honest
 - Interest : LAN gaming, travelling & exploring new places and Bike riding
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Declaration

I hereby declare that the particulars furnished above are true, correct and complete to the best of my knowledge and belief, and I bear the responsibility for the correctness of the above mentioned particular

(Mohd Faraz)